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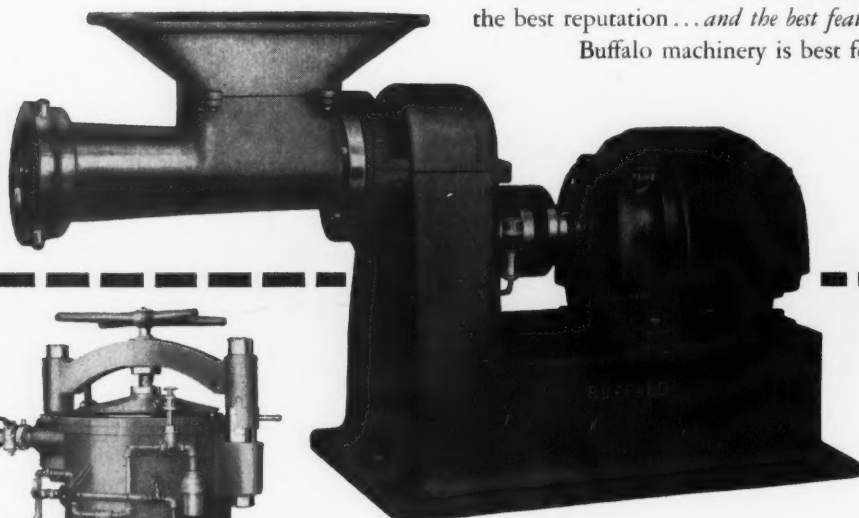
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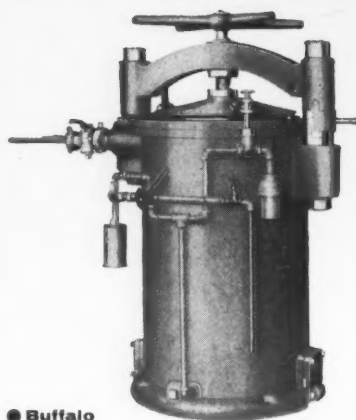
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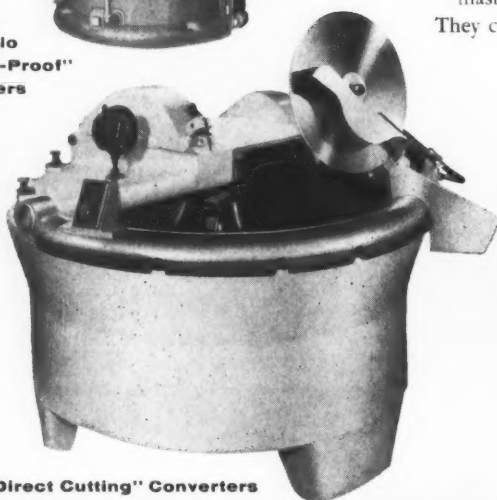


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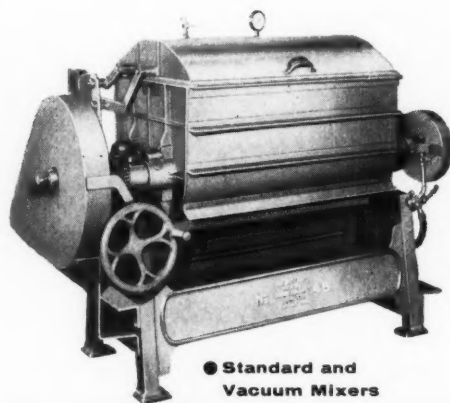
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OCTOBER 29, 1955

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THE NATIONAL Provisioner

VOLUME 133 OCTOBER 29, 1955 NUMBER 18

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THE NATIONAL PROVISIONER

News and Views

THE NATIONAL PROVISIONER

VOL. 133 No. 18

OCTOBER 29, 1955

Streamline Your Cuts

In a number of editorials during the last 18 months the PROVISIONER has pointed out that there has been a definite weakening in the long-term status of pork—we described it as “less bounce”—which requires diagnosis and corrective treatment by hog producers and pork processors. In the absence of such treatment, we predicted that “maybe housewives everywhere, who have grumbled for years at retail meat counters about fat chops and bacon, will ultimately ‘buy away’ from pork and leave that ol’ corn-stokin’ mortgage-lifter to do his lifting without their support.”

Another editorial, which dealt with beef, but also applies to pork, asked: “If consumers persist in rejecting or ignoring some of our standards of quality—finish, marbling, lean color etc. . . is it possible that the industry is wrong in insisting that the housewife take what she doesn’t want?”

The problem is more basic and serious than are the current difficulties confronting hogs and pork, although these troubles probably are aggravated by the underlying weakness of the product. Advertising, promotion and other expedients will help to ease the immediate situation; they cannot effect a lasting cure.

Pork’s biggest difficulty in holding and re-winning consumer favor can probably be spelled out in the three letters, F-A-T, or, too much fat in relation to lean. A number of surveys and other observations lead to this conclusion.

Hog producers are trying to meet the problem by raising well-muscled, properly-finished meat type hogs that yield leaner and more desirable cuts. Fifteen per cent of this year’s supply, and even more of next year’s hogs, may come up to meat type standards. However, it should be realized that hogs (and their cuts) can’t be streamlined overnight by breeding and feeding.

Pork packers can take one step immediately to make their products more acceptable to consumers—with more lean and less fat per serving—and that is to streamline their loins, hams and butts with the knife. If you want to win friends and influence people toward pork, get ready to keep more of the fat in the packinghouse and send less of it to the customer’s plate (and garbage can).

A Pork and Lard purchase program estimated to cost about \$85,000,000 is being undertaken by the USDA to help bolster declining hog prices, Secretary of Agriculture Ezra Taft Benson announced this week. Present plans, he said, call for the purchase of 170,000,000 lbs. of pork and 30,000,000 lbs. of lard over a period of nine or ten months for current consumption in the school lunch program, institutions and other eligible outlets. The Secretary had not indicated late in the week the date on which purchases will be started. They will be made on an offer-and-acceptance basis, and bids will be invited periodically throughout the program. Products to be purchased are canned pork luncheon meat, canned pork and gravy, and lard. Consideration also is being given to the purchase of hams. Detailed specifications on products are included in a purchase announcement which will be mailed to the meat industry shortly.

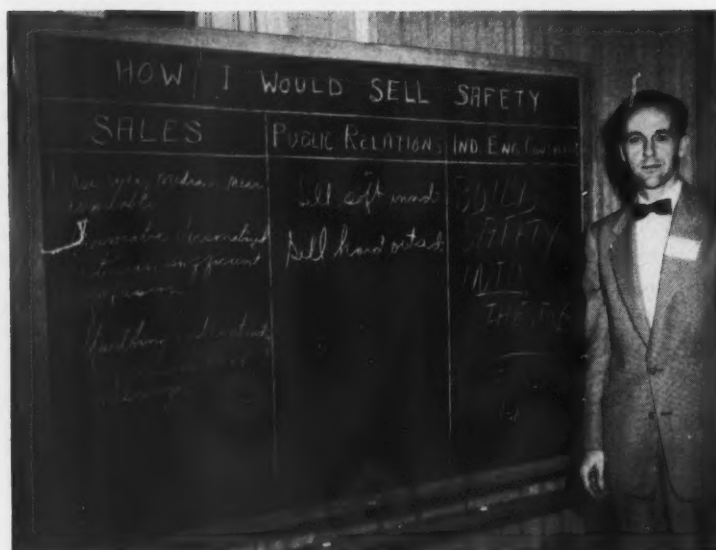
In announcing the limited purchase program, undertaken in accordance with recommendations made recently by the hog and pork industry advisory committee, Secretary Benson emphasized that there will be no stockpiling of product that might depress the market at a future time. The products will be obtained from higher qualities of the lighter-weight hogs which “should encourage marketing of hogs at lighter weights and give farmers time to start adjusting their future production,” he pointed out. The Secretary said just what immediate effect the government program will have on pork prices isn’t certain. With the season of heavy hog marketings at hand, “we may do well just to hold prices level though we might get some slight improvement,” he commented. Funds allocated from customs receipts to the USDA for increasing the use of surplus agriculture products will be used to finance the program.

Officers Of the National Association of Hotel and Restaurant Meat Purveyors were moved up a notch during the election at the opening session of the organization’s 13th annual meeting this week in Miami Beach. Hy J. Tanenbaum of American Provision Co., Los Angeles, named chairman of the board, was succeeded as president by Paul A. Spitzer of Debragga & Spitzer, Inc., New York City, formerly first executive vice president. Al Nathanson of Charlestown Packing & Provision Co., Inc., Charlestown, Mass., was elected first executive vice president, and Clarence J. Becker of Becker Meat & Provision Co., Milwaukee, moved into Nathanson’s former post as second executive president. Urban Patman of Patman Meats, Inc., Los Angeles, was chosen as third executive vice president, and Harry L. Rudnick was re-elected as secretary-treasurer. A complete report and photo coverage of the annual meeting will appear exclusively in THE NATIONAL PROVISIONER of November 5, 1955.

Livestock Exchanges at Omaha, South St. Paul, Fargo, Sioux Falls, St. Joseph and Sioux City have informed WSMFA that they will cooperate with the association in filing a petition with the ICC asking for a suspension of the new westbound rates on fresh meats and packinghouse products. The new tariff, which would reduce rates by 50c per cwt. and eliminate the 15 per cent surcharge, is scheduled to go into effect November 15. No change is to be made in livestock rates.

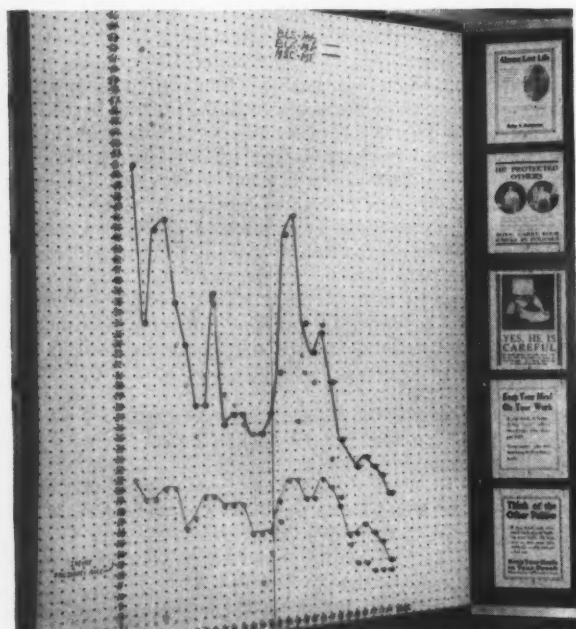
E. F. Forbes, WSMFA president and general manager, said this week that the situation facing the western independent meat packing industry and livestock producers and feeders in the West is “the most serious which has ever confronted them from a rate standpoint.” Midwestern producer organizations, warned that western packers no longer could compete for their livestock, also have been asked to join in filing the petition.

Putting Safety on the Job



IMPORTANT POINTS of panel discussion on blackboard attract attention of E. D. Peeler, jr., General Shoe Corp. of Nashville, Tenn.

Meat packing section at Safety Congress explores problem of selling safety to supervisors, employees and management. The high cost of accidents is emphasized by several speakers.



ACCIDENT FREQUENCY rates computed by the BLS show the relationship between meat packing (top line) and all manufacturing (bottom) on a chart compiled by the AMI.

CONGRATULATIONS and good luck, says Alex Spink, retiring chairman, to E. D. Peeler, jr., his successor.





SWIFT



OSCAR MAYER

SAFETY AWARDS—Top winners of the meat packing section safety contest display their NSC plaques. Above left: R. A. Harschnek shows off one of several Swift & Company awards. Above right: Harold Mayer accepts plaque from T. R. L. Sinclair for Oscar Mayer & Co., while plant and union officials look on. Right: Franklin Kreml of Northwestern University transportation center congratulates Harry Hoop, Kingan fleet safety director, on his firm's low accident frequency rate of 1.07 per 100,000 miles.



KINGAN

TOP management must be sold on the importance of safety practices. This was the consensus of a panel on safety composed of T. R. L. Sinclair, Byron Benson, T. E. Knowles and Clayton Orcutt. Each of these men, occupying positions in management,



"A SAFETY committee has the duty of . . .," T. R. L. Sinclair tells safety men.

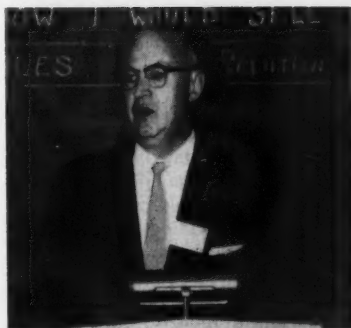
sales and advertising, public relations and consulting fields offered diverse, provocative and money-saving ideas on how this can be done.

You sell management on safety by

reminding it that every dollar saved is equivalent to the profit from \$100 of sales, said T. R. L. Sinclair, president of Herman Sausage Factory, Inc., Tampa, Fla. For every direct \$1 that an accident costs you, there are today \$4 or \$5 in hidden costs behind the scenes, Sinclair emphasized.

These costs are attributable to 1) time lost by injured employees; 2) work stoppage; 3) time lost by foremen and managers in assisting the victims, investigating accidents and filing reports; 4) time involved in getting a job substitute; 5) training the substitute; 6) expense of legal hearings; 7) damage to or loss of product; 8) damage to machinery; 9) loss of efficiency in accident victim, and 10) time lost by workers distracted by the accident.

Sinclair, who recently acquired control of the Herman plant, said that the organization of a safety committee will be one of his first steps. A firm believer in safety committees, he said that "a safety committee has the duty of enlisting the cooperation of employees with management to eliminate accidents. It should also attract the proper amount of management's time and attention."



THE MEAT industry has come a long way in safety practices, says C. H. Elsby.

Some plant injuries are caused by accident-prone people. In such cases, Sinclair believes that removal of the employee to a safer job will eliminate some accidents. Counselling to find out the underlying reasons for the employee's attitude will go a long way in helping the individual become a safe worker. People who are beset by problems they cannot solve tend to be accident prone.

Today's management realizes its responsibility to the community and its

employees in preventing accidents that would seriously impair the economic stability of individual families, he said. However, management has a quite separate and distinct function to make its plant physically as safe as possible. This includes 1) proper arrangement of machinery; 2) proper sanitation, and 3) good housekeeping.

"Our industry needs some stimulation to make management conscious of the benefits that proper safety practices will bring about," said Sinclair.

AD-WISE says Benson



BYRON G. Benson, director of sales, Dubuque Packing Co., Dubuque, Ia., believes people concerned with safety should take a lesson from the advertising industry. He said, "use every type of media for greater impact in a hard hitting, repetitious, thoroughly coordinated safety campaign."

The psychology of selling is essentially the same, whether you are selling ideas or merchandise. Benson said that 1) a well planned sales program should have considerable thought and should be approached from the standpoint of understanding the people we intend to sell; 2) we should understand the impulses which govern the behavior of people, and 3) we should evaluate the approach to the problem and treat it in the light of our own reasoning.

Selling is influencing people. The degree to which people are influenced is directly related to the impression they get from a sales approach or idea.

"The sheer force of repetition can put across any idea," Benson emphasized. "When work becomes routine, the employee becomes callous about safety. We have to remind people constantly of what they know, believe or take for granted."

Slogans that are not repeated often are ineffective. They should be used in different media and presented in a

The accident prevention record for the meat industry has improved each year, said C. H. Elsby, accident prevention manager of the Milwaukee branch, Employers Mutuals of Wausau, Milwaukee, panel moderator.

"We have seen the development of physical safeguards on machines; the use of special gloves, shoes and hats; we have formulated rules on correct work methods, and we have designed various media for carrying out mass education on the subject of safety."

SELL SAFETY

dramatic manner to make a lasting impression. Safety engineers are skilled in mechanics, but they are not promotion-minded and may be lacking in training and knowledge of what makes people react. They may lack instinct and experience in how to sell the employees.

Proper use of coordinated material can achieve a great impact and coverage. How can this be done? It can be done by:

1) Payroll check enclosures properly prepared and designed catch and hold interest. Enclosures should not contain a lot of reading material.

2) House organs present an excellent opportunity to stress safety. A half-page devoted to news of safety activities, awards and records in each issue will keep employees aware of the subject. News items on injuries can be effective but should be used with discretion.

3) Plant signs, posters, and bulletin boards should be changed frequently and should stand out in color and design. They should be dramatic and to the point. Banners can be employed as attention getters and can be impressive reminders of safety.

4) Special activities such as parades, picnics and meetings create a carnival atmosphere and spark enthusiasm.

5) Stunts and publicity angles which emphasize the importance of safety and pictures showing the right and wrong way of doing a job should be an integral part of a program.

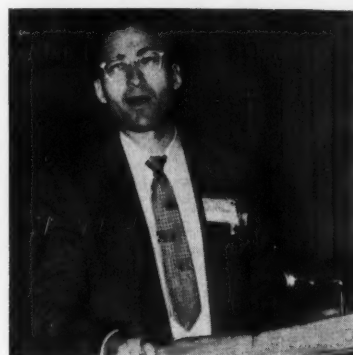
All these activities need the help and guidance of experts who know how to put a message across quickly and effectively.

Help of unions can be enlisted on the basis that they should be interested in the well-being and consistent earning power of union members. Top management should be sold on what safety means to it in terms of dollars and cents in increased and constant production.

"Further," Elsby said, "we have appealed both to the employer's and employee's pocket book by pointing out accidents costs and the necessity of conserving manpower. Each stage of safety work has improved the picture."

"However, most of us still are confronted with the problem of successfully selling safety to management and employees. We must remember that human values and factors are important and instill correct safety thinking in the individual."

SOFT says Knowles



As a public relations official, Troy E. Knowles of Swift and Company, Chicago, believes that "being good and getting credit for it" plays an important part in the prevention of accidents.

Knowles said that safety has to be sold to two markets. It has to be sold inside the company and outside the company. "Inside the company I would sell soft—as soft as a 30-second egg," Knowles said. "In fact, I would try to let people buy. People like to buy; they like to run their own lives. One of the reasons self-service markets are successful is because people like to read, they like to examine things, they like to arrive at their own decisions. People, and employees are people, like to feel important. They like to feel they are capable of doing things themselves."

Knowles believes employees should develop a safety program themselves. "I would offer encouragement, suggestions and advice, supporting good ideas and letting bad ones fall on their face. I would avoid the 'I know' attitude and would nurture the desire for being safe," he emphasized.

Discussing the accident-prone employee, Knowles said that basically people crave attention and drawing attention to themselves by injuries or other means is a way of getting the attention they need.

He feels a safety program that will

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work should originate among the employees. "I would try to get a few natural leaders from among the employees for interested and active leadership. I would make physical work conditions as safe as possible and then try to create a desire for safety. However, the impetus should come from the employees themselves. They must have a team spirit which says 'we are developing a safety program, not management.' They will, of course, need guidance," he pointed out.

Interest in a safety program needs stimulation. Inexpensive symbolic awards are effective. Cash or large prizes can become costly and at times negate the objectives of a safety program.

An effective motivation tool is the negative or fear approach. If an employee cannot be convinced that safety pays off in good health and earning power, he can be shown the dire consequences of accidents. This can take the form of dramatic posters or other media illustrating the after effects of an accident, loss of earning power, loss of a limb, and damage to property.

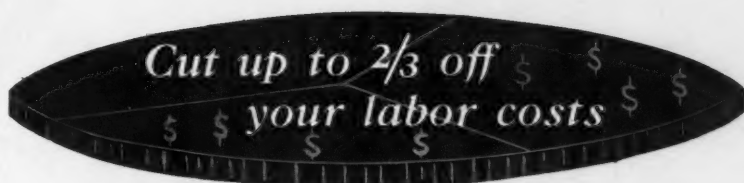
Hard selling of safety outside the company should be based on the premise that customers want to deal with a safety-minded organization. Knowles pointed out that a company with a safe work record inspires confidence in its customer which is, in turn, passed on to the consuming public. The retailer learns that a company with safe working conditions can deliver the goods. This idea of safety is also related to product quality.

The presentation of safety awards is an excellent opportunity for a good public relations job to get maximum publicity in a locality. The cooperation of city, chamber of commerce and safety committee officials can be enlisted to sponsor a news event that will bring the safety record of your plant before the consuming public. In doing this, Knowles stated, you should always give credit to your employees by emphasizing that they won the award.

Put Safety Into Job

BUILD safety into the job; do not tack it on, was the advice of Clayton Orcutt, industrial consultant, University of Wisconsin. Safety is not confining but is all inclusive, he pointed out.

"Sell yourself and sell ideas. Sell eye protection—not glasses; sell foot protection—not safety shoes. The idea of safety should be sold as insurance



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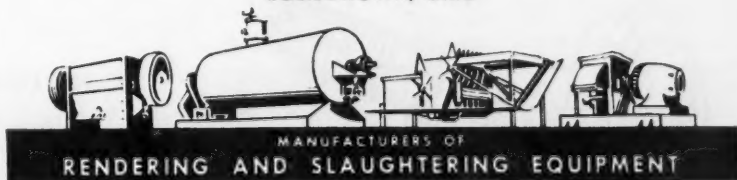
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and preventative maintenance," Orcutt emphasized.

A safety committee is a crutch which hinders effective safety work. You can't delegate safety to a group of men who make a plant tour once a week or once a month, he said. The responsibility of a safety program should rest with the employee, the foreman and the plant manager. A safety committee may inspect working conditions and find protective equipment in use throughout the plant. However, the committee may be completely unaware that this gear is put on just before the tour and is taken off right after the periodic visit has been completed.

Orcutt said a safety program can be effective only 1) when the idea of safety is taught as part of the job; 2) when the foreman can insist that work be done correctly because that is the plant rule; 3) when the plant



CONSULTANT Clayton Orcutt speaking.

manager requires the foreman to report to him all accidents regardless of what they are and when they happen; 4) when these accidents are tied in with production standards in various departments, and 5) when accidents are reviewed and analyzed for corrective measures.

The test of a safety program is the degree of safety mindedness that can be maintained and the resulting reduction in accident frequency, said Orcutt. Protecting a safety record by hiding injuries is an evil that should be watched carefully. There are times, Orcutt warned, when an injured employee will refuse to report an accident or take time off just to maintain the record. This can result in serious repercussions to both the individual and company. The health of the employee is more important than the safety record. It is the responsibility of the safety director, foreman and health department to see that the man receives treatment and time off when injuries indicate they are necessary.

Use Accident Costs to Wake Up Management

— Emond →

FLEET accident figures, while essential for conducting a sound accident prevention program, often fail to move top management to action. Accident figures must be translated into costs that impress management, said E. J. Emond, director of automotive safety, Armour and Company, Chicago.

Speaking on "How to Put Accident Cost Information to Work," he used as an illustration his firm's experience with a large branch house in the Southeast. Statistically, as miles traveled related to the number of accidents, the branch record looked good; it had only four accidents in a year's driving. However, translating these figures into expenses, and then into a transposed cost, the picture changed completely.

The first accident involved backing and cost the company \$35. The second, a rear end collision, cost \$150. The third was a sideswipe for which the company recovered its costs. In the fourth, a company truck struck a farm vehicle coming onto the main highway from a dirt road. Both property damage and personal injury were involved. In this latter accident, Armour's insurance carrier settled out of court for \$22,497.77. This in itself is a large sum but when it is transposed into the actual sales volume needed to recapture this amount in terms of profits, it is staggering. Employing Armour's 1954 sales dollar to net profit ratio as a yard stick, it was found that the branch, would have to sell \$28,122,212.40 worth of meat and meat products to recover the cost of the accident, Emond said. Translating the accident cost figures into sales effort is a sure way to get top management support.

Emond showed the audience a copy of Armour's 1954 annual report in which a paragraph was devoted to fleet safety. The report called to the attention of the stockholders the fact that Armour won the Marcus A. Dow Memorial Award and had reduced its



fleet accident frequency rate per 100,000 vehicle miles from 7.5 in 1940 to 3.2 in 1954.

By correlating accident costs to sales effort, Emond has been able to secure this type of support from top management.

In order to get management support, the fleet safety supervisor must have accurate cost records. A master record, "Collision Frequency and Cost Register," is used by Armour to tabulate the total and exact costs of all vehicle accidents.

Emond takes off the essential information as to date, place, driver and vehicle property number. Under the heading "type," the accident is coded as to kind. Under "classification," the findings of an accident review board are entered. The claim number of the packer's insurance carrier is entered and the insurance accident investigation report is studied.

As the insurance company settles claims, the fact is noted and its effect upon the actual reserves set up for claims is recorded. Management is promptly alerted when claim costs exceed reserves.

The estimated and actual claim costs are entered. Other headings list the costs that stem directly from the accident such as cargo loss, rental cost of replacement vehicle, payments to driver under compensation laws, salary of relief driver, etc.

Time will elapse before all the costs are in. However, the total cost will be a realistic sum that will jolt all concerned with the serious loss each accident represents, the speaker said.

The keeping of the master record on Armour's 8,000 vehicles is no burden. Emond has two assistants who alternate with each other on field trip assignments. The man who is in the office posts the facts as they are received. The costs are summarized periodically by the accounting department.

The fleet accident prevention director must keep accurate records for

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his own guidance in formulating programs. The facts will point up the cause of accidents, whether it be poor screening of candidates, failure of a specific piece of equipment or neglect in training.

From the facts the types of accidents are classified and their average cost tabulated. The following are cost estimates tabulated by Emond: Backing, \$68.71; following too close, \$226.62; traveling too fast, \$291.00; entering main highway, \$322; side-swipe, \$78; ditching, \$716; mechanical failure, \$238; hitting animals, \$695, and store delivery, \$52. He reported that alleged accidents, ones which Armour drivers deny ever took place, cost an average of \$107.

In a work shop session Emond again reiterated that top management support can be obtained for fleet ac-

cident programs if the figures are presented to executives in a perspective they understand.

The need for fleet safety in the meat packing industry is reflected in the continued growth of motor transport. When Emond started working for Armour in 1940, the fleet logged 60,000,000 miles. In 1954 it logged 152,000,000 miles.

In the workshop session of private carriers, the importance of public good will was stressed. One contract carrier said his mechanical road crew carried a spray gun and in any serious accident sprayed over the name of the firm to obliterate it. "One accident and we are the scourge of the road," a dairy representative commented. This view was seconded by a metropolitan newspaper fleet supervisor.

Industrial and Highway Truck Safety

THE most important factor in the safe use of industrial trucks for plant materials handling is driver selection and training. Regardless of the type of industry, materials handling is a major operation in almost any business. H. S. Simpson, manager, safety division, Caterpillar Tractor Co., East Peoria, Ill., described his firm's experience with industrial trucks in a talk entitled "Power Trucks."

Several years ago, it looked as though industrial truck operators would incapacitate these units faster than they could be repaired. After considerable study, management elected to enforce a selection and training program. Since then, accident rates and repair bills have tumbled.

A candidate for the industrial truck driver's position, who already has passed the firm's physical and mental test, is further evaluated by testing his mental alertness, comprehension and emotional stability. After a suitable training period, the accepted applicant is given a temporary driver's badge. It is only after his performance has been observed, unknown to him, that a permanent badge is issued.

In introducing power-type hand trucks, the firm experienced a sharp increase in accidents of pinched ankles, broken toes and bruised heels. Simpson attributed this to the company's failure to train employees in the use of powered hand trucks. It was assumed that anybody who could operate the hydraulic jack hand truck, could operate the powered units. Nothing was further from the truth.

The accident rate dropped after a training booklet, depicting in cartoons all the principal points of oper-

ation, was issued to supervisors. They explained the booklet to employees.

W. T. Couch, safety engineer, Couch Motor Lines, Inc., Shreveport, La., told the audience how he started a fleet accident prevention program from scratch. The firm was small and Couch had to be trainer, fleet supervisor, mechanical superintendent, etc. As an initial step he rode with the drivers. He got to know them, their driving problems and their territory. He studied the recommendations of the Interstate Commerce Commission and other regulatory agencies, and found them to be a sound basis for operating procedures and equipment requirements. The findings of these agencies are based on national experience; consequently, they can point out many accident causes that a small operator may not suspect.

Couch found participation in National Safety Council contests to be beneficial in providing a basis for comparison of performance. He stressed the importance of safety meetings. In one city, 16 city drivers racked up 50 preventable accidents within a year. With the help of the terminal manager, a weekly accident prevention meeting was held. Within a few weeks the rate tumbled to one accident per month.

A careful worker is a safe driver; a careless worker is an unsafe driver. Couch said he made this discovery the hard way, through experience. Any man who refuses to be careful about his own protective equipment, such as gloves or safety toe shoes, is not hired as a driver. He said the firm works on the assumption that a man who wants to be safe, can and will be safe.

what makes a leader?



In almost every area of the U. S., you can spot the leading packer. What's made him a Leader? This Leader gets the lion's share of the business in his trading area because:

1. He uses sound, aggressive selling and merchandising.
2. He makes and sells *quality* products.
3. He is always first in his area with new ideas in merchandise and packaging.
4. He uses modern equipment that enables him to produce more at lower costs.
5. He has gained the confidence of his dealers and their customers. Folks like his brand and buy it more frequently.

Basic Food Materials, Inc. can help you to achieve or retain leadership in your trading area, through:

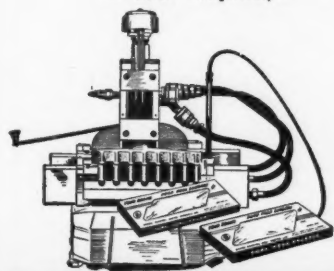
1. A great variety of formulas and production tips for delicious, quality meat products.
2. Distinctive seasonings and basic ingredients that make your products taste much better and look better.
3. Equipment to produce meat specialties at *great* savings in cost.
4. A complete packaging service for these products.
5. Aggressive advertising and merchandising programs—furnished to all B.F.M. Customers at negligible cost.

The minute you install an Aro-Matic Molding and Packaging Machine in your plant, you have taken one step in the direction of Leadership. With Aro-Matic, you can mold and package a great variety of sausages, meat sticks and patties, (meat balls too!) and get complete service . . . packages, formulas, seasonings, advertising . . . all from one source.

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Proud of your beef department crew? Want to show them some extra consideration? Install BOSS Balanced Beef Handling Equipment and do yourself a favor, too!

BOSS Equipment is strong and safe. BOSS Equipment is swift and sure. BOSS Equipment is balanced.

Investigate the idea now! We will be glad to explain the many exclusive features and patented devices which co-operate to make BOSS Beef Killing Equipment first choice among the men who use it.

Inquiries from the Chicago area should be addressed to The Cincinnati Butchers' Supply Company, 824 West Exchange Avenue, Chicago 9, Ill.

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"BOSS" Landing Device for smooth and sure transfer of animal from hoist to rail.

"BOSS" Knocking Pens, single or tandem, position animal properly and deliver it to hoisting location without manual assistance.

"BOSS" Beef Hoists use standard, brake type, motors, and are offered in 5 H.P. and 2 1/2 H.P. motor sizes. There is also a special hoist which uses a 3 H.P. motor.

"BOSS" Beef Headsplitter No. 424 PATENT PENDING.

Unique operations
and ideas are
found in

Cattle Country Plant

ONE of the reasons why the North Platte Packing Co. continues to expand in the face of brisk competition is the feeding of an adequate number of selected cattle to the firm's specifications. Other reasons lie in always searching for better ways to dispose of by-products and an awareness of the need for replacing outmoded equipment with modern machinery.

Recent additions to the plant include an enlarged office, rendering department and a separate hide cellar, while an organic fertilizer plant is under construction. Future plans call for more beef cooler capacity and an enlarged freezer. Improvements are planned not only to meet city inspection requirements but also in line with the standards imposed under federal meat inspection.

Feeding 800 cattle in large pens



CATTLE FEEDING YARDS and exterior of North Platte Packing Co. plant.

adjacent to the main buildings under the personal supervision of Frank Interholzinger, plant manager, results in a steady supply of consistently high quality livestock.

Organized in 1935 as a small market in North Platte, Neb., the firm is still owned by Frank and Albert Interholzinger. Now situated on a 40-acre tract of land just outside the city limits, the company has grown to supply its "Western" brand over a territory extending more than 125 miles in all directions.

Located close to the geographical center of the United States, the plant

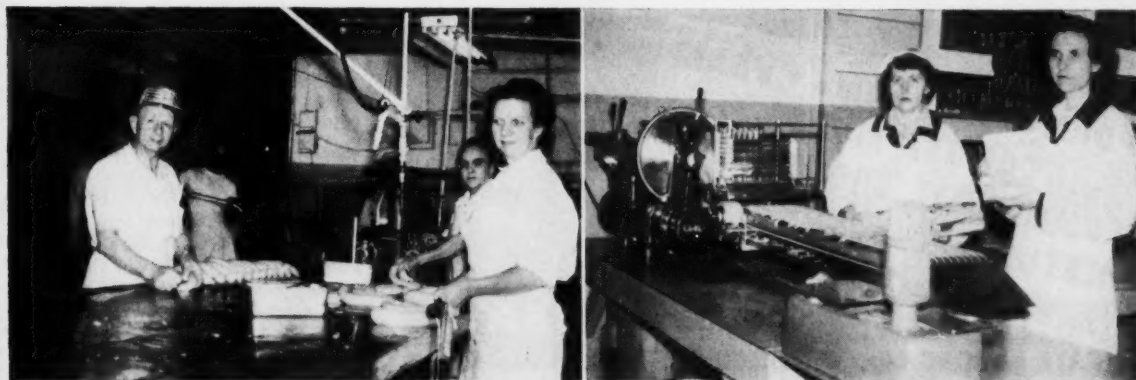
is surrounded by cattle country. The firm's fresh beef, beef sausage, beef bacon, salami, cervelat and a wide variety of manufactured products all sell well.

Distribution is over country truck routes and to the adjoining city. Deliveries have been speeded up by the purchase this year of two 2-ton GMC trucks and one 2½-ton truck of the same make, both being refrigerated by Thermo-King units. Other Dodge and Chevrolet delivery trucks are cooled by Kold-Hold equipment.

The new office, under the supervision of Albert Interholzinger, secretary and treasurer, contains 1200 sq. ft. of floor space used for individual offices, storage room and employees welfare facilities.

Completed in 1954, a 40 ft. x 40 ft.

LEFT: Ring style beef bologna is given personal inspection by Carl Pawless, sausage supervisor. RIGHT: Sliced beef bacon in 1-lb. packages is in good demand.



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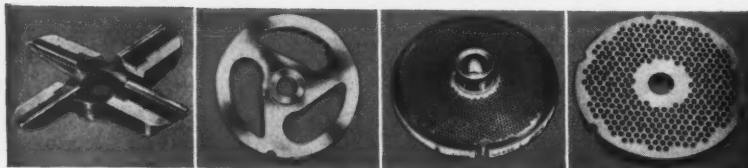
special plates for dry and frozen foods. Speco-engineered grinder knives and plates give you better results *all-ways!*

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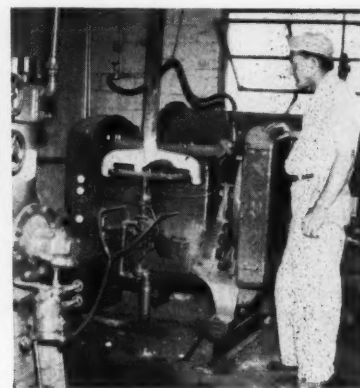
THE RATH PACKING CO., WATERLOO, IOWA



two-story inedible rendering building is conveniently located back of the plant close to the killing floor. Processing is in a new 4½ x 10 Allbright-Nell cooker and 300-ton press. After being ground in a Geihl hammer mill the cracklings are sold on the open market.

Separately housed to one side of the feeder pens, the new organic fertilizer plant now being completed will contain a dehydrator, hasher, magnetic separator, grinder and other necessary machinery. Sacking will be from an overhead hopper through a bagging machine into 25-lb. and 50-lb. paper bags. Raw material will consist largely of manure from the company's own pens and other nearby feed lots.

Steam is generated in a recently installed 60 hp. Kewanee boiler heated by natural gas at 8 psi. An older 40 hp. boiler is kept ready for quick



CHIEF ENGINEER Howard Hand inspects natural gas engine which is kept in condition for auxiliary use on refrigeration. Radiator and fan have been disconnected and replaced by circulating water.

firing when steam demand is high. Butane gas is available as a standby fuel. Feedwater treatment is by Rudd zeolite softener. Fuel to the larger boiler is supplied through a 2½ in. pipe line and automatically fed to a Coen burner. Volume control is by means of a regulator motivated by Minneapolis-Honeywell piloting devices. Boiler water levels are held to close tolerances by a Schaub feedwater system controlled by a Magnetic Controls Inc. electric float. The plant's water comes from deep wells.

In a room next to the boilers, refrigeration is centered in vertical Baker ammonia compressors. All pipe lines are interconnected to allow cooling capacity to be shifted as needed to the different coolers or freezer. As a standby in the event of electrical failure, a 50-hp. Minneapolis-Moline

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natural gas engine can be used to drive one of the larger compressors. Changeover is effected by using longer belts to the engine drive pulley in place of the V-belts to the electric motor. The fuel cost of operating the gas engine is comparable to the expense of running an electric motor of the same capacity. In cooling, the Moline engine it has been found that the radiator and fan are not required if water is circulated through the head. According to Howard Hand, chief engineer, 8 hp. of delivered energy is saved by disconnection of the cooling fan.

Manufacturing 10,000 lbs. of product a week, the sausage kitchen is well lighted with glass tile panels along one wall and long fluorescent lamps over the tables. To help in conditioning the meat, a horizontal sterilizing lamp is mounted close to the top of the Globe mixer. The lamp is of a waterproof type and protected against mechanical injury. To speed grinding, a shallow stainless steel hopper, large enough to hold a truck load of chunked meat, is fastened on top of Globe grinding equipment to provide an even flow to the machine. Other sausage making equipment includes a Buffalo silent cutter and 200-lb. stuffer, Jourdan cooker, Vilter flake ice machine, three Atmos smoke-houses and a Superior loaf baking oven.

Beef sausage is stuffed in medium hog casings to lengths of 4½-in. Polish sausage, made in short links and pickled in 1-gal. jars, while previously considered to be a tavern trade product, is winning popularity in drive-in restaurants and sandwich snack bars. New England hams, stuffed in beef bladders and given a 12 hour smoke are in good demand. Wieners are put up in 1-lb. and 5-lb. cellophane bags in addition to being wrapped in 1-lb. flat packages and packed in 5-lb. cartons.

Both beef and pork bacon are given a 5-day dry salt cure and smoked for 10 hours. Slicing is on U. S. Equipment and check-weighing is on Toledo scales. Wrapping is in 1-lb. flat packages having a three-quarter window with a printed solid overlay along the left side and bottom. Packing is in 6-lb. cartons. Tendered hams are given a 24 hour cure and smoked for 12 hours.

Lard is rendered in a horizontal Boss cooker using jacket steam at 40 psi. and venting at atmospheric pressure. After screening in a Girator machine the lard is filtered in a Sperry press and cooled in an open tank. An Allbright-Nell filler is used in pack-

[Continued on page 25]



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Record Attendance Predicted for AMI Meeting; Sausage Making, Merchandising Among Topics

ADVANCE registrations, both for the 1955 annual meeting of the American Meat Institute and for hotel room reservations, are at the highest level in the Institute's history, association officials reported this week.



DR. SHANNON

The attendance is predicted for well above last year's record of approximately 6,200, attracted by a strong program of speakers, five well-planned technical sections, two panel discussions on frozen meats, and the Institute's largest exhibit of machinery and supplies.

The meeting will be November 11-15 at the Palmer House in Chicago.

One of the featured sections is on sausage and merchandising. Representatives of Oscar Mayer & Co. and Swift & Company will take up problems of sausage manufacturing and marketing at 10 a.m. Saturday, November 12.

Dr. William J. Shannon, assistant vice president and manager of Oscar Mayer's self-service division, Madison, Wis., will offer solutions of many of the problems in sausage operations and comment on some of the trends in the sausage business. He is well qualified to discuss his subject: "Make Sausage Right and Sell It at a Profit."

Carl Thommen, manager of Swift's table-ready meats department in Chicago, as chairman of the AMI committee on sausage, will review some of the important problems the committee has studied during the last year. He also will report on sausage research presently going on in the laboratories of the AMI Foundation.

During the same section meeting, John C. Milton, manager of the AMI



J. R. IVES



J. C. MILTON

merchandising division, will report on some of the dramatic changes which have taken place in meat and sausage merchandising during the past ten

years. His presentation will be accompanied by visual charts as he directs questions to the section audience.

J. Russell Ives, associate director

Q & A on AMI Meeting

For those considering attending the 1955 annual meeting of the American Meat Institute, November 11-15, the following question and answer series might prove helpful:

Where do I register?

By mail to the American Meat Institute, 59 East Van Buren st., Chicago 5, up to November 4, or at the convention registration desk at the Palmer House.

Are all the meetings held at the Palmer House?

Yes. The only events held elsewhere are the annual dinner at the Conrad Hilton Hotel and the ladies' luncheon at the Ambassador East.

How do I make my hotel room reservations?

By writing directly to the Institute, stating needs and preferences in 1, 2, 3 order. The reservations manager reports there still are rooms to be had but that the remaining allotment is shrinking rapidly.

Should I bring my wife?

Take advantage of the opportunity to bring her to Chicago's sights, shops and entertainment features and the special ladies' program being arranged.

Will there be opportunity to attend the theater, shows, sports events?

Yes. No AMI events are planned for Saturday afternoon or for Friday, Saturday and Sunday evenings.

When should I plan to arrive?

Thursday night, November 10, if possible, as the opening session gets off the ground promptly at 10 a.m. next day.

What is the charge for the annual dinner? \$15. "Look Ahead" luncheon? \$5. Ladies' luncheon? \$4.

Will I have ample opportunity to view the exhibits?

Yes. The hall will be open to visitors Friday morning, afternoon, and evening; Saturday afternoon; Sunday all day, and Monday and Tuesday morning and afternoon. There is no admission charge.

of the AMI department of marketing, will dip into predictions of the livestock supply situation. Trends which may have vital effects on meat packing, and especially sausage production, will be approached using comprehensive statistics developed by the trade association's department of marketing.

Sausage making gets a big play in the exhibits along with all other phases of meat packing. Processing equipment, ingredients, packaging machinery and display equipment will be shown by about 100 exhibitors to furnish a full cross-section of the industry's latest developments.

For the first time, exhibit booths are overflowing the Exhibition Hall into the hotel's foyer. The displays will open at 9 a.m. Friday, November 11, and will be open at other times throughout the convention period when there are no meetings scheduled, including all day on Sunday, November 13.

In the Monday morning general session, Dodge & Olcott, Inc., New York, manufacturer of flavor bases for the industry, will present its newly established award of \$1,000 and a gold medal to an individual "for outstanding achievement contributing to the growth and general welfare of the meat packing industry." The winning nominee may be from the fields of scientific research, operating or engineering.

Another high-interest point of the meeting will be the annual awards presentation to long-service workers in the meat packing industry. Those with service records of 50 years or more will receive gold emblems. The ceremony is scheduled for the general session Tuesday morning, the 15th.

Standardization of Cuts Gets Nod from Jobbers

Standardization of cuts by members of the Pacific Coast Meat Jobbers Association is the goal of one of the resolutions passed at the group's fourth annual convention in Las Vegas. Convention-goers voted that a program attempting to bring about such standardization should be put into effect by the association.

Also adopted was a resolution that the association act as a clearing house for credit information on new accounts. It was felt that salesmen do not like to ask new customers for credit information and the customer does not like to give it sometimes. A clearing house could overcome the personal element.

Attendance at the convention totaled a record 108.

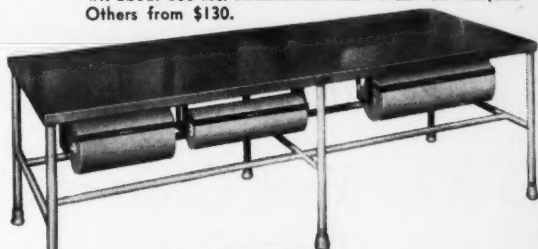
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Get higher production and minimum waste of meat and labor. Koch tables are designed and built by specialists in the meat industry. Whatever type table you need, Koch Tables combine durability, economy and efficiency.



TRIMMING AND BONING TABLES

Heavy-duty packinghouse models with galvanized tubular frames and legs. Tops of 14-gauge stainless steel; removable maple cutting boards. Back guard 10 inches high, rounded corners. Table 10 ft. long, ship. wt. about 500 lbs. \$285
Others from \$130.



WRAPPING TABLES

One-piece stainless steel top. Attached paper cutters available in 4 sizes. Leg levelers permit adjusting to uneven floors. 36" high in 6', 8', 10' and 12' lengths. Model shown is 12' long, 2'8" wide. Approx. ship. wt. 397 lbs. \$308
Others from \$125.



SAUSAGE STUFFING TABLES

One-piece stainless steel top with rim turned up one inch all around. Slopes to drain. Frame and legs made of galvanized angles and pipes. Leg levelers have added protection of aluminum finish. Model shown 10 ft. long \$250
Others from \$225.

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Koch will submit, without charge or obligation, drawings of any type table for the meat industry. Whatever your needs, you can depend on Koch to provide tables to help you do your job faster, easier and better.

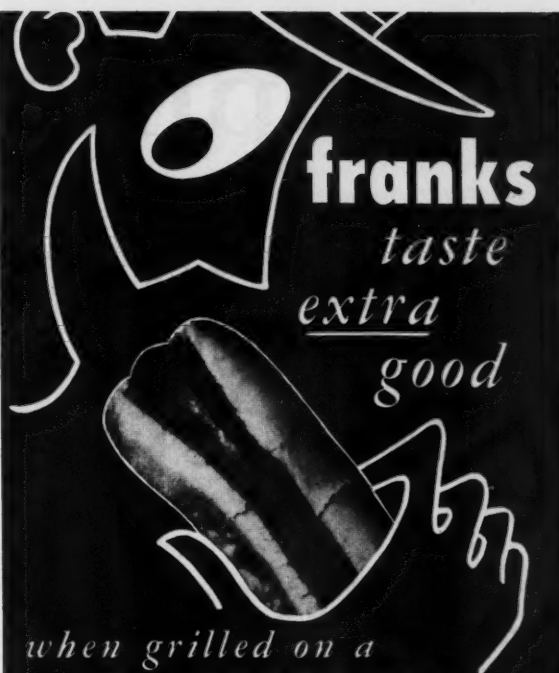
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Day-in, day-out consistent performance of the "Early Birds" gives shippers and consignees of all types of perishables and food products a better control over inventories in transit,

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the Mississippi and south of the Ohio Rivers merge with the "Early Bird" fleet at the St. Louis, Peoria, Chicago and Cincinnati Gateways. Local-origin freight departs from St. Louis, Peoria, Chicago, Detroit, Cleveland, Cincinnati and Indianapolis for Buffalo, Boston and New York.

Ask your nearest New York Central Freight Representative for a copy of the "Early Bird" timetable. Join the list of swiftly growing enthusiastic "Early Bird" users.

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The Meat Trail...

Falter Marks 65th Year With New Plant Addition

The Herman Falter Packing Co., Columbus, Ohio, is celebrating its 65th year of progress and growth in business and the completion of a large, new plant addition which expands the firm's sausage making and truck loading and parking facilities.

The new processing wing, which adjoins the older plant in an L-shaped pattern, was constructed as part of a long-range program and can be expanded by the addition of a second story. The addition contains the latest type equipment and various cooler, curing and packaging areas.

Founded in 1890 by HERMAN FALTER, the company now is operated by his six sons, JOHN, who is president, CARL, SR., BEN, LEO, HERMAN and PAUL.

Los Angeles Plant Event Marks Hygrade Expansion

Hygrade Food Products Corp., Detroit, marked the expansion of its activities on the West Coast with an open house and buffet at its newly-opened Los Angeles plant.

The firm now is going into operation manufacturing a Kosher-style all beef line, similar to the company's eastern production. It marks the first western sausage operation under the Hygrade name.

Several months ago the company bought the plant from Iowa Packing Co. and converted it into a sausage plant. Considerable changes were made in equipment, refrigeration and smokehouses. About 20 employees are presently at work in the 15,000-sq.-ft. plant.

BEN WEISSENBERGER is general manager, and ANTON FRAUNHOLZ is production manager.

John P. Jurgatis Elected A Swift Vice President

JOHN P. JURGATIS has been elected a vice president of Swift & Company, Chicago, P. M. Jarvis, president, announced this week.

At age 40, Jurgatis is one of the youngest men to become a Swift vice president. Three months ago he was named assistant vice president. A graduate of the University of Wisconsin, he started with the company 17 years ago as a salesman in the St. Paul area.

Jurgatis will supervise table-ready meats and sausage, canned foods and Pard dog food operations.

Shafer Heads New Armour Merchandising, Ad Division

Appointment of W. S. SHAFER, vice president of Armour and Company, Chicago, as head of Armour's new merchandising and advertising division was announced this week by the company. K. L. SKILLIN will continue as general advertising manager.

Shafer has been general manager of the general sales division. He will be succeeded in that capacity by H. E. STEPP, formerly New York district manager.

Purpose of the move is to broaden merchandising, advertising and promotion of Armour food products.

PLANTS

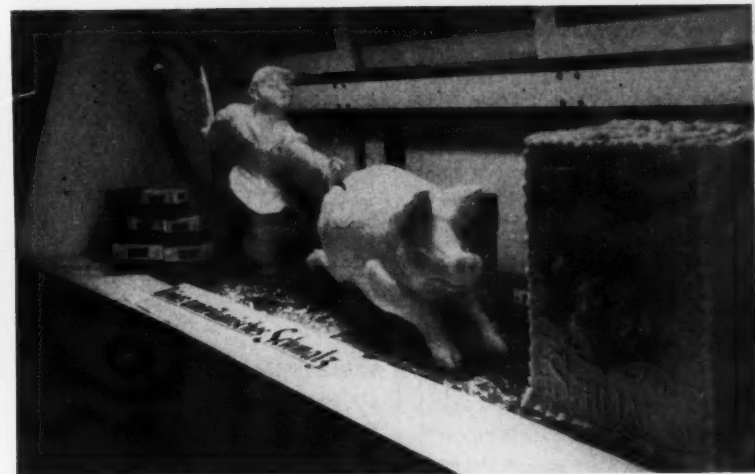
A modern new sausage kitchen containing \$75,000 worth of equipment now is being operated by B. J. Price, Chester, Pa., manufacturer of Chester Rose Brand products. With the addition of the 150 x 50-ft. kitchen, the Price firm was granted approval by the Pennsylvania State Department of Agriculture to sell its products throughout the state. To handle the increased distribution, three more trucks have been purchased, bringing

the total in the fleet to 19. The company, which was founded in 1925, now slaughters approximately 1,000 hogs a week and manufactures some 75 items. B. J. PRICE is president of the concern, and Mrs. B. J. PRICE is secretary-treasurer.

A loan of \$150,000 to the meat packing firm of Wells & Davies, Payette, Ida., has been approved by the Small Business Administration, the SBA announced this week.

Houser Sausage Co., Knoxville, Tenn., has announced plans to open its second plant in a remodeled building at Edmond, Okla., in the Oklahoma City area. The new 15,000-sq.-ft. plant will employ 15 persons and produce some 75,000 lbs. of sausage a week, officials said. The Knoxville plant produces about 50,000 lbs. of sausage weekly. W. E. HOUSER, who has been in the sausage business 17 years, is president of the firm. RAYMOND BROWN will be general manager of the Edmond plant.

The former Collins Sausage Co., Greenville, S. C., has both a new name and a new plant. Now known as Collins Provision Co., the firm formally opened its new and modern building with an open house for retailers last weekend. In addition to its own sausage, the company now carries a complete line of meats and associated products obtained from other firms. J. H. COLLINS, SR., who founded the company in 1933, was



POPULAR ATTRACTION at recent International Food Fair at Cologne, Germany, was this section of the American Meat Institute exhibit in the United States division. Decorations were carved out of lard by a German butcher and kept under continuous refrigeration. Variety meats and canned meats displayed under the banner of "Amerikanische Fleisch-industrie," meaning American meat industry, also helped attract more than 300,000 visitors to the exhibit.

joined in business several years ago by his son, J. H., JR., now general manager.

H & A Processing Co., Aberdeen, S. D., has been granted a charter of incorporation by the secretary of state. The custom slaughtering concern, capitalized at \$25,000, listed as directors VERDALLE HINDS and N. E. ADAMS, Aberdeen, and LILLIAN ADAMS, Gettysburg, S. D.

A 131-acre tract in West Davenport, Iowa, has been sold by Davenport Packing Co. for \$150,000 to the newly incorporated Davenport Industrial Development Corp., which was formed to acquire the land for industrial development.

The Illinois secretary of state has issued a charter of incorporation to Weyhaupt Brothers Packing Co., Belleville, Ill. The company is authorized to issue 2,000 shares of common stock with a par value of \$100 per share. Incorporators are JOSEPH, FRANCIS and PROSPER WEYHAUPT.

JOBS

The appointment of SAM STALTER as merchandising manager of Louisville Provision Co., Louisville, Ky., has been announced by G. J. AMSHOFF, president and general manager. The tremendous expansion in sales volume during the past few years has necessitated the creation of

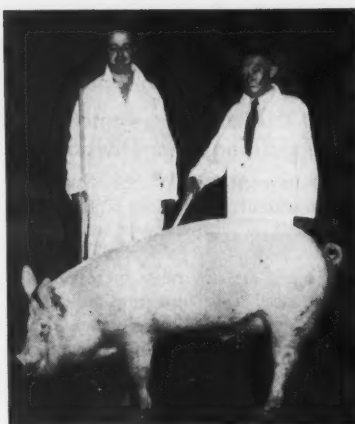


S. STALTER

this new management position in the Southern Star organization, Amshoff said. Stalter will assume his new duties November 1. From 1930 to 1954 he was associated with a national chain store organization in which he held various merchandising positions including that of assistant director of meat sales. Since 1954 he has been operating his own business in Minnesota. Stalter will be responsible for the coordination of the activities of the Southern Star general sales and canned meat sales departments at Louisville and the company's Lexington (Ky.) branch for the purpose of giving merchandising assistance to the retail dealers served by these sales departments.

FRANK JOEL has been promoted to general sales manager of Cherry Meat Packing Co., Los Angeles.

JOHN EASTON has been named assistant plant manager of Canada Pack-



GRAND CHAMPION of all breeds at Butler County Fair Swine Show in Hamilton, Ohio, was this Yorkshire barrow entered by Dean Pelley, 4-H Club member of Oxford, Ohio. Prize-winning "meat-type" hog was purchased for The H. H. Meyer Packing Co., Cincinnati, which enthusiastically has supported breeders in the development of hogs with a higher "lean meat and less fat" value. Grand champion was purchased for Gary Brown, hog buyer of the "Patridge" firm, by Norris, Brock Co., Cincinnati livestock commission merchants.

ers, Ltd., at Vancouver. He previously was manager of the beef department at the company's Edmonton plant. GERRY SPEERS, who was assistant beef manager at Edmonton, succeeds Easton as manager.

TRAILMARKS

CHARLES C. HAWLEY, treasurer, Meat Packers Equipment Co., Oakland, Calif., returned to work recently after a 14-month bout with

polio. Hawley was stricken with polio in the summer of 1954 while on a business trip through the Pacific Northwest.

U. S. Senator PRICE DANIEL of Texas will address the second annual "Beef Week Supper" of the Texas Beef Council at 6 p.m. Monday, October 31, in the Pioneer Palace, Fat Stock Show Grounds, Fort Worth.

DR. ROY E. MORSE, formerly research director for William J. Stange



DR. MORSE

Co. in Chicago, has joined Rutgers University at New Brunswick, N. J., as professor of food technology. His work will consist largely of teaching coupled with research. Dr. Morse is well known for his work in meat

and other food preservation and preparation. HERBERT J. BUCHARD, formerly of E. G. James Co., has joined the staff of Sloman Lyons Brokerage Co., New York City, as a provision trader.

DEATHS

WILLIAM R. MCBROOM, 48, of Eugene, Ore., died October 21 after a long illness. He formerly was president of Irish & McBroom Packing Co. in Eugene.

MERVIN HUGHES, former manager of Armour and Company at Macon, Ga., died recently of a heart attack.



TO HELP REDUCE night railroad crossing crashes, of which there were more than 300 causing deaths in the nation in 1954, Geo. A. Hormel & Co., Austin, Minn., has been reflectorizing its refrigerator cars. Eight round white Scotchlite disks, 4 in. in diameter, are affixed to the cars at 5-ft. intervals at a level which brings them into the motorist's vision enabling him to see the moving freight train. Since Hormel refrigerator cars move in groups of 30 or more, the succession of luminous round white disks attracts attention in time to prevent a crash. North American Car Corp., Chicago, which leases the cars, is reflectorizing them at Hormel's request. Lee H. S. Roblee, president of the corporation, says observation of the reflectorized Hormel cars at dark crossings has impressed him greatly. He hopes other car users will follow Hormel's example to help reduce railroad crossing accidents.

North Platte Meat Plant

[Continued from page 19]

aging into 1-lb. and 2-lb. print boxes and 5-, 10-, and 50-lb. tubs. Hydrogenated flakes and antioxidant are employed.

Beef hanging in the coolers is treated by guarded Pasteuray sterilizing lamps. All coolers are refrigerated by Baker and Vilter flooded ammonia floor units except in the



CONVENIENCE OF PAPER BAGS in packing small orders for short hauls is demonstrated by Jack Welsh, shipping supervisor.

freezer where finned type blower units are attached to the ceiling.

Packing of small orders for short hauls is in large 2-ply paper bags. Advantages of using the bags are that they can be closely piled to provide more truck capacity and can be sorted easily for faster delivery. The work of selecting cartons is avoided and the space wasted by partially-filled boxes is saved. Jack Welsh, shipping supervisor, says that product does not suffer in delivery, handling is much easier and costs are materially reduced. The bags, furnished by the Union Bag & Paper Co., hold up to 50 lbs. of individual packages. For longer hauls and for shipment by common carrier orders are packed in conventional cartons.

Western Beef Promotion Gets Cowmen's Backing

The California Cattlemen's Association has voted to join with the Western States Meat Packers Association and the California Cattle Feeders Association in a six-month advertising campaign to promote western fed beef versus eastern fed beef.

The WSMFA board of directors approved the joint effort recently, and the matter now is before the directors of the feeder group. Findings of a two-year feeding project of the University of California College of Agriculture at Davis are to be the basis of the promotion.

Centralized Freezing of Fresh Meats Predicted

A new era for the meat industry, in which 90 per cent of all meat will be purchased by the consumer in the fresh-frozen state, was predicted recently by Leonard I. Berkowitz, general manager of the fresh-frozen meats division, L. B. Darling Co., Worcester, Mass.

In an address delivered to the 43rd conference of Operation, Inc., in Chicago, Berkowitz described frozen meat as the "Rip Van Winkle of the frozen food industry." He discussed in detail problems of consumer acceptance, processing, distribution, marketing, packaging and the different costs.

The increased use of home freezers and the convenience factor were cited by Berkowitz as important indications that the housewife is willing to accept frozen meat as she already has many other frozen food products, such as vegetables, fruits, fish and poultry.

In advocating central processing, Berkowitz noted that the freezing operation would probably not be economical at the store or local level. He recommended private labels that would retain local identification, with distribution through a cold storage warehouse system. Quality control would be insured by these centrally-located processing plants and the retailer would be relieved of many problems presently faced in the handling of fresh meats.

In considering the packaging operation, Berkowitz emphasized the importance of maintaining juices and flavor, of increasing storage life and of an attractive wrapping. To attain this goal with frozen meats he recommended a vacuum-sealed package to safe-guard against dehydration and to maintain the quality of the product for a considerable length of time.

"In a vacuum-sealed package there is much less transfer of juices . . . the life of the product is much longer, and this allows for buying on a lower market," he stated.

Berkowitz indicated that the cost of merchandising frozen meat might be as much as 5 per cent lower than fresh meat due to reduced shrinkage in frozen cuts, the stabilization of the market price through increased storage life, and efficient labor and high volume through central freezing operations.

"We now know how to produce, package, market, and sell quality fresh-frozen meat at a competitive price . . . the retailer and the housewife are ready to accept their meat frozen," he concluded.

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RED PEPPERS

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AND FOREMOST
IN
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quality
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CANNED FOODS

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Main Office & Factory

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The DEARBORN MEAT CO.

2055 West Pershing Road
Chicago 9, Illinois

announces
the election of

Mr. Moe Goldberg

as Vice-President

effective October 14, 1955

We specialize in boneless beef cuts for canners, sausage makers, frozen meat fabricators, provisioners as well as Export trade. Large facilities that will appeal to users who require consistent service on substantial tonnage.



BOOKKEEPER Dwight J. Mortimer is writing a statement from the unpaid invoices readily at hand in fire-resistant desk. Daily invoices are filed in visible pockets by customer name. When a remittance is received, the invoice is removed from pocket and placed in a paid file. The system replaces the customer ledger card.

and has more time available than previously for his credit and collection work. The invoice accounting procedure is now easier, faster and simpler.

Under our new system, the copy of the six-part snap-out form which comes to the bookkeeping department is filed in the visible "Kollect-A-Matic" pocket designated for the particular customer. The indexing card secured under the celluloid at the top edge of the pocket is also the credit history card bearing the basic information such as bank references, credit

How We Are Saving on Accounting

BY doing one of our accounting steps more easily and simply, we are saving an appreciable amount of money each week. Yet we did not undertake to adopt this money-and-time-saving procedure until we were literally forced into it.

This may sound somewhat contradictory, but our experience proves that a company can overlook opportunities for savings close at hand until a situation arises that practically forces those savings upon it.

The William Davies Co. prepares and sells packaged meat products under the brand name "Perfection". Our salesmen sell our products direct to the meat markets and groceries in the Midwest, and deliveries are made by our trucks. The salesman writes up the order on a six part snap-out order form. One copy goes to the customer, one is retained by the salesman, one goes to the plant department for filling the order, another goes to the bookkeeping department, one is taken by the truck driver for delivery signature, and the original is used for sales analysis.

Until early this year, the bookkeeping department transcribed the amount of each order on the customer's ledger card which was filed in a tray by customer name. These accounts receivable ledger trays were placed in a safe vault each night and carried out into the office each morning. The copy of the order, actually the invoice, was filed by number.

With approximately 200 of these

By **JAMES P. MARZANO**
Office Manager, Wm. Davies Co., Inc.

invoices handled daily, it required the full-time services of one man and about two-thirds of the time of a second to transcribe the amounts of the invoices onto the ledger cards. What little time the second man had left was devoted to checking credits, following up collections, etc. However, that surplus time was never adequate for his credit analysis activities. For years we went along in this way until the situation itself became critical.

The ledger clerk who had been spending all his time in posting the invoices on the ledger cards decided to leave his job. In addition, we had to purchase new desks and ledger filing equipment to replace and expand our facilities. Before trying to find a replacement for our ledger clerk and ordering the new equipment, we decided to look into a more efficient method of handling accounts.

Investigation confirmed our hopes that there was a system that would be better for us, and we called in a Remington Rand methods engineer to study our problem. He came up with the answer: simplified unit invoice accounting procedure.

We purchased a single fire-resistant "Safe-Ledger" desk equipped with "Kollect-A-Matic" trays, and set up the SUIAP system on March 1. With the resignation of our ledger clerk, the remaining clerk now handles all the invoice accounting work alone,

references and habits of payment.

When each day's invoices are received, the bookkeeper runs an adding machine tape on the totals to act as a control and to compare with the total of the sales analysis copies. The invoice copies are then filed in the proper pockets in place of entering them on a ledger as was our former practice. When payments are received, the invoices are removed from the pockets, any plus or minus adjustments are made if necessary, and a tape is run to check with the day's total receipts.

The paid invoices are retained in a separate file for one week, when a trial balance is run on the week's business. Then the invoice is filed by the customer served as a ready reference of past business. The whole operation of filing invoices, entering payments, and balancing the records is now so much faster than our previous method of entering each invoice's total on a customer's ledger card, that one man does it alone in half the time two men previously required to handle the accounts.

Every week a statement is prepared and sent to each customer. This statement is made up from the unpaid invoices in the "Kollect-A-Matic" file, and is a laborious task, one on which many of the general office staff pitch in to help. This situation, however, existed before, and is in no way more difficult under the SUIAP system. We are looking forward to the time when we will be able to mod-

From **PORTLAND, OREGON** to **PORTLAND, MAINE . . .**
fine sausage-makers use natural casings!

You'll make your best
PORK SAUSAGE with
ARMOUR HOG CASINGS!

The best pork sausage the country over may vary in leanness or in spiciness to suit regional tastes. Yet, one part never changes. The casings are always *natural* casings. First choice of many of the finest sausage-makers is Armour Hog Casings. And here's why.

Every Armour Hog Casing is inspected and graded for uniformity of size, shape and texture. These careful steps we take help you avoid wasteful sausage breakage and costly production line stoppages.

Such benefits need not be limited to pork sausage, however. There is an Armour *natural* casing for every kind of sausage you make. And, when you order *Armour* casings, you are sure of the best—for only our best casings are ever sold for sausage-making!



ARMOUR AND COMPANY

Casings Division, General Offices, Chicago 9, Illinois

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Laboratories, Warehouses, Technicians,
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15 West Huron Street

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packs a sales wallop!

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seasonings and specialties provide the sales punch your quality sausage and loaves deserve. Go a "round" or two with AROMIX.

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ernize our setup even further and combine the preparation of our weekly statements with the trial balance listing machine.

Our records show that the difference in cost between the replacement desk and files we would have had to buy, and the price of the "Safe-Ledger" desk plus the "Kolect-A-Matic" files was fully covered in



OFFICE MANAGER James P. Marzano of William Davies Co., Chicago, Illinois.

less than eight weeks by the actual saving of the salary of the one man whose replacement was rendered unnecessary. We have continued to realize that saving every week since.

In addition to the monetary savings, we have gained a number of other advantages:

We no longer have to carry the ledger trays into the vault every night and bring them out again every morning. We have protection for our records right at the point of use.

The complete invoice is now readily at hand for reference instead of being merely a total on the ledger card. Previously, when we had to refer to an invoice we had to look up the ledger card to get the invoice number, then go to the invoice file and locate it by its number.

So, adding it all up, by being forced into changing our accounts receivable methods, we have come up with a faster, cheaper, and easier system.

Three Pittsburgh Firms
Grant 14c Wage Increases

Some 600 employees of three Pittsburgh packing companies will receive a 14c hourly wage increase, retroactive to August 1, under a new contract signed with Local 424 of the Amalgamated Meat Cutters and Butcher Workmen of North America.

The companies are Oswald and Hess, Inc., Keystone Chip Steak Co. and Denholm Packing Co. The agreement follows the national pattern.

ALL MEAT . . . output, exports, imports, stocks

Meat Output Up More; 13% Over 1954

Production of meat rose for the second straight week as volume increased 4 per cent to 450,000,000 lbs. from 432,000,000 lbs. the week before and showed the widest spread, 13 per cent over the same 1954 period in a long time. Total production a year ago was 397,000,000 lbs. Slaughter of all animals, except sheep was larger than the previous week, with that of cattle up 2 per cent and hogs up 6 per cent. The week's hog kill was 25 per cent larger than a year earlier and the second largest for any week since January 1953. Estimated slaughter and meat production by classes appear below as follows:

Week ended	BEEF		PORK (Excl. lard)	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
Oct. 22, 1955	397	213.2	1,539	202.2
Oct. 15, 1955	391	208.8	1,451	190.2
Oct. 23, 1954	387	198.8	1,234	162.8

Week ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Oct. 22, 1955	181	22.1	288	12.7	460
Oct. 15, 1955	168	20.8	288	12.7	432
Oct. 23, 1954	174	22.4	305	13.3	397

1950-55 HIGH WEEK'S KILL: Cattle, 425,695; Hogs, 1,859,215; Calves, 182,240; Sheep and Lambs, 369,561.

1950-55 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHTS AND YIELD (LBS.)

	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Oct. 22, 1955	980	537	229	131
Oct. 15, 1955	975	534	228	131
Oct. 23, 1954	951	514	234	132

	CALVES		SHEEP AND LAMBS		LARD Per cwt.	PROD. Mil. lbs.
	Live	Dressed	Live	Dressed		
Oct. 22, 1955	220	122	92	43	13.8	48.5
Oct. 15, 1955	235	124	93	44	13.6	45.0
Oct. 23, 1954	233	127	92	44	14.3	41.2

feeding, and a swing to beef types account for this increase. Farmers pay more attention to the characteristics and genetic history of breeding cattle they buy than they used to. More productivity is bred into the stock. A higher proportion of cows produce calves, and death losses have been reduced. More cattle are now finished on grain feed, and the average carcass weight at slaughter has risen from 474 lbs. in 1920-24 to 511 lbs. in 1950-54. Also adding to output rates is a higher proportion of cattle and fewer calves in total slaughter, Breimyer pointed out.

Part of the gain in productivity is accounted for by the larger number of beef cattle now in the cattle herd. In 1924, only 35 per cent of all cows were beef cows; milk cows outnumbered beef cows by about two to one. Currently, 50 per cent of all cows are beef animals. Cattle of beef breeding gain faster and more efficiently than dairy cattle.

More beef cattle in the inventory largely explains the heavier average slaughter weights and the higher proportion of mature cattle in slaughter. Producers and consumers both benefit from these trends. The producer has more beef to sell from his investment in cow herd, while the consumer has more beef to eat. Since cow numbers have increased from 34,250,000 in 1924 to 48,500,000 in 1955, a record 79 lbs. of beef is being supplied per person even though the population has risen in the same period by about 38,000,000 persons.

Meat, Market Index Steady

The wholesale price index on meats and average primary market prices were unchanged at 79.4 and 111.2 per cent, respectively, in the week ended October 18, according to the Bureau of Labor Statistics. Live hogs declined 4.1 and cottonseed oil, 2.6 per cent; while tallow rose 1.3 and lard, 2.5 per cent during the period.

Chicago Hogs at 13-Yr. Low; Pork Drop Not As Drastic

The market for live hogs this week plunged to its lowest levels in many years as top grades Tuesday sold at \$13.65 per cwt. This was the lowest top since early December of 1942 and the average at \$13.05 was the lowest since July, 1944. The market later gained strength as farmers withheld stock from the market in protest against the sharp decline.

Cattle More Productive Than 30 Years Ago

Today's cattle are over a third more productive than were their ancestors 30 years ago, according to results of an Agricultural Marketing Service study reported by Harold F. Breimyer.

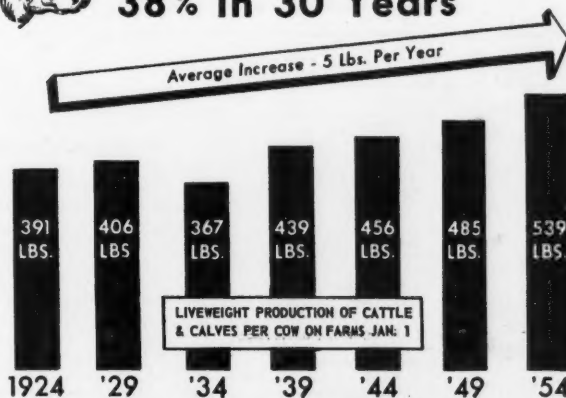
In 1954, 539 lbs. liveweight of cattle and calves were produced for

each cow on farms at the beginning of the year. This was 148 lbs. more than in 1924, the AMS study disclosed. Liveweight production includes the weight of calves produced and the gain put on cattle during the year.

Better animals, better care, more



Cattle Productivity Up 38% in 30 Years



PROCESSED MEATS... SUPPLIES

Volume Of Meat Food Processed Down In September; Average Above 1954

TOTAL volume of meats and meat food products prepared and processed under federal inspection in the four weeks of September amounted

items were down from last year, the rate of output was larger in all instances.

There was a small increase in rate

531,000 lbs., was only a small amount less than that for the longer period of 1954, the volume of which was 17,768,000 lbs.

The volume of steaks, chops and roasts prepared amounted to 53,981,000 lbs. compared with 57,611,000 lbs. last year. A total of 76,870,000 lbs. of bacon was sliced as against 83,009,000 lbs. a year earlier. The rate of lard rendering rose, as 139,308,000 lbs. of product was processed in four weeks compared with 158,199,000 lbs. in the longer period last year.

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—SEPTEMBER 4 THROUGH OCTOBER 1, 1955 COMPARED WITH FIVE-WEEK PERIOD, AUGUST 29 THROUGH OCTOBER 2, 1954

	Sept. 4-Oct. 1 1955	Aug. 29-Oct. 1 1954	39 Weeks 1955	39 Weeks 1954
Placed in cure—				
Beef	12,485,000	17,904,000	116,289,000	114,474,000
Pork	274,849,000	316,205,000	2,637,451,000	2,316,633,000
Other	370,000	120,000	1,750,000	1,388,000
Smoked and/or dried—				
Beef	5,237,000	5,744,000	45,992,000	44,015,000
Pork	199,146,000	228,184,000	1,880,515,000	1,621,897,000
Cooked Meat—				
Beef	6,760,000	6,944,000	56,048,000	54,619,000
Pork	22,109,000	23,649,000	238,206,000	193,269,000
Other	326,000	388,000	3,752,000	2,902,000
Sausage—				
Fresh finished	17,944,000	20,131,000	161,367,000	145,246,000
To be dried or semi-dried	11,150,000	11,775,000	100,831,000	97,130,000
Frank's, wieners	46,755,000	55,144,000	470,609,000	439,111,000
Other, smoked, or cooked	50,609,000	62,627,000	471,596,000	470,133,000
Total sausage	126,458,000	149,677,000	1,204,203,000	1,151,612,000
Loaf, head cheese, chili, jellied products	10,531,000	17,768,000	155,092,000	149,840,000
Steaks, chops, roasts	53,981,000	57,611,000	484,734,000	460,969,000
Bouillon cubes; extract	217,000	470,000	1,448,000	2,408,000
Sliced bacon	76,870,000	83,009,000	704,066,000	568,596,000
Sliced, other	12,293,000	11,236,000	107,958,000	78,603,000
Hamburger	12,722,000	13,324,000	117,943,000	116,965,000
Miscellaneous meat products	4,982,000	4,785,000	44,336,000	32,991,000
Lard, rendered	139,308,000	158,199,000	1,378,924,000	1,173,479,000
Lard, refined	113,874,000	121,883,000	1,066,212,000	930,130,000
Oil stock	9,251,000	10,557,000	86,902,000	86,785,000
Edible tallow	12,793,000	13,754,000	119,334,000	112,227,000
Rendered pork fat—				
Rendered	7,724,000	9,474,000	76,862,000	68,298,000
Refined	4,754,000	5,600,000	57,211,000	41,385,000
Compound containing animal fat	46,484,000	44,588,000	368,154,000	314,363,000
Oleomargarine containing animal fat	3,462,000	3,644,000	29,774,000	22,363,000
Canned product (for civilian use and Dept. of Defense)	132,999,000	124,462,000	1,428,690,000	1,375,143,000
Total	1,296,976,000	1,431,462,000	12,304,479,000	10,937,210,000

*This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

to 1,296,976,000 lbs. This was a smaller amount than the 1,431,462,000 lbs. prepared and processed in five weeks last year, but the weekly average indicated an increase in such operations. Although totals of other

of sausage preparation, with 126,458,000 lbs. of product put up this year against 149,677,000 lbs. in five weeks last year. Despite the shorter work period, the amount of loaves, head cheese, chili, etc. processed at 16-

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN THE FOUR WEEK PERIOD, SEPTEMBER 4 THROUGH OCTOBER 1, 1955

	Pounds of finished product	Slicing and institutional sizes (3 lbs. or over)	Consumer packages or shelf sizes (under 3 lbs.)
Luncheon meat	11,292,000		7,980,000
Canned hams	13,226,000		351,000
Corned beef hash	292,000		6,570,000
Chili con carne	616,000		12,806,000
Viennas	574,000		5,526,000
Frank's, wieners in brine	22,900		390,000
Deviled ham			693,000
Other potted or deviled meat food products			3,220,000
Tamales	200,000		2,590,000
Sliced dried beef	15,000		335,000
Chopped beef			2,820,000
Meat stew (all product)	81,000		5,004,000
Spaghetti meat products	214,000		5,807,000
Tongue (other than pickled)	97,000		123,000
Vinegar pickled products	914,000		1,490,000
Bulk sausage	75,000		418,000
Hamburger, roasted or corned beef, meat and gravy	246,000		2,777,000
Soups	1,745,000		21,725,000
Sausage in oil	491,000		320,000
Tripe			219,000
Brains	17,000		197,000
Loins and picnics	1,704,000		21,000
All other meat with meat and/or meat by-products — 20% or more	202,000		5,682,000
Less than 20%	501,000		9,390,000
Totals	32,233,000		96,156,000

DOMESTIC SAUSAGE

(L.c.l. prices)

Pork sausage, hog cas.	44½
Pork sausage, bulk	26½ @ 34½
Pork sausage, sheep cas.	
1-lb. pkgs.	47½ @ 50
Pork sausage, sheep cas.	41½ @ 48
5-lb. pkgs.	41½ @ 48
Frankfurters, sheep cas.	49½ @ 58
Frankfurters, skinnies	40 @ 43
Bologna (ring)	39 @ 42
Bologna, artificial cas.	33½ @ 35
Smoked liver, hog bungs	43½ @ 45
Smoked liver, sheep cas.	34 @ 36½
New Eng. lunch, spec.	59 @ 60
Polish sausage, smoked	50 @ 57
Tongue and blood	42½ @ 58
Olive loaf	44½ @ 50
Pepper loaf	54½ @ 58
Pickle & Pimiento loaf	40½ @ 43

SEEDS AND HERBS

(L.c.l. prices)

	Whole	Ground
Caraway seed	25	30
Cominos seed	22	27
Mustard seed,		
fancy	23	
Yellow American	18	
Oregon	34	
Coriander, Morocco		
Natural, No. 1	28	
Marjoram, French	46	52
Sage, Dalmatian,		
No. 1	58	66

DRY SAUSAGE

(L.c.l. prices)

Cervelat, ch. hog bungs	89 @ 92
Thuringer	47 @ 50
Farmer	72 @ 75
Holsteiner	74 @ 77
B. C. Salami	80 @ 83
Genoa style salami, ch.	93 @ 96
Pepperoni	96 @ 70
Cooked Salami	38 @ 42
Sicilian	84 @ 88

SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	1.03	1.12
Refined	1.10	1.18
Chilli Powder		47
Chilli Pepper		41
Cloves, Zanzibar	59	65
Ginger, Jam., unbl.	66	70
Mace, fancy, Banda	2.20	2.40
West Indies		2.20
East Indies		2.30
Mustard flour, fancy		37
No. 1		33
West India Nutmeg		67
Paprika, Spanish		51
Pepper, cayenne		54
Pepper:		
Red, No. 1		53
White		60
Black		52

SAUSAGE CASINGS

(L.c.l. prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 1½ to 1½ inch	60 @ 80
Domestic rounds, over 1½ inch, 140 pack	75 @ 90
Export rounds, wide, over 1½ in.	1.25 @ 1.50
Export rounds, med.	
1½ @ 1½ in.	85 @ 1.15
Export rounds, narrow, 1½/down	1.00 @ 1.25
No. 1 weas., 24 in. up	1.02 @ 16
No. 1 weas., 22 in. up	96 @ 13
No. 2 weasands	86 @ 10
Middles, sew, 1½ @ 2½ inch	1.25 @ 1.45
Middles, select, wide, 2 @ 2½ inch	1.75 @ 1.95
Middles, extra select, 2½ @ 2½ inch	1.85 @ 2.50
Beef bungs, exp. No. 1	25 @ 34
Beef bungs, domestic	20 @ 25
Dried or salt, bladders, piece:	
8-10 in. wide, flat	9 @ 15
10-12 in. wide, flat	9 @ 13
12-15 in. wide, flat	14 @ 22
Pork casings:	
Extra narrow, 20 mm. & dn.	4.00 @ 4.35
Narrow, medium,	
29 @ 32 mm.	3.70 @ 4.15
32 @ 35 mm.	2.30 @ 2.60
Spec. med.,	
35 @ 38 mm.	1.50 @ 1.85

Sow bungs	54 @ 58
Export bungs, 34 in. cut	45 @ 55
Lge. pr. bungs, 34 in.	27 @ 36
Med. prime bungs, 34 in. cut	20 @ 26
Small prime bungs	14 @ 20
Hog middles, 1 per set, cap. off	55 @ 70

Sheep casings (per hank):	
26/28 mm.	5.15 @ 5.75
24/26 mm.	5.50 @ 5.80
22/24 mm.	4.75 @ 5.15
20/22 mm.	3.75 @ 4.10
18/20 mm.	2.75 @ 2.95
16/18 mm.	1.75 @ 2.15

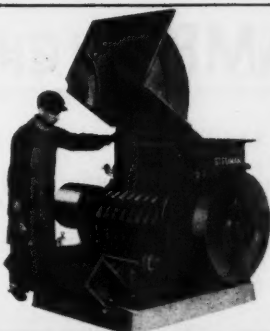
CURING MATERIALS

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.31
Pure rfd., gran. nitrate of soda	5.65
Pure rfd., powdered nitrate of soda	8.65
Salt, in min. car. of 45,000 lbs., only paper sacked	28.00
Rock, per ton in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	6.05
Refined standard cane gran., basis (Chgo.)	8.50
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La.	
less 2%	8.35
Dextrose, per cwt.	
Celucose, Reg. No. 53	7.55
Ex-W'h'se., Chicago	7.65

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CINCINNATI 36, OHIO

(Phone Tweed 1-2502)

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

Oct. 25, 1955

WHOLESALE FRESH MEATS

CARCASS BEEF

(L.C.I. prices)	
Native steer:	
Prime, 600/800	37
Choice, 500/700	36 1/2
Choice, 700/800	35 1/2
Good, 500/700	33 1/2
Commercial cows	23 1/2
Bulls	24 1/2 @ 24 1/2
Canner & cutter cows	20 1/2

PRIMAL BEEF CUTS

Prime:	
Hindqtrs., 5/800	50a
Foreqtrs., 5/800	31a
Rounds, all wts.	43 @ 43 1/2
Trd. loins, 60/70 (icl.)	75 @ 77
Sq. chucks, 70/90	33a
Arm chucks, 80/110	31a
Briskets	24 @ 25
Ribs, No. 1	50 @ 55
Navel, No. 1	12 1/2
Flanks, rough No. 1	14 1/2
Choice:	
Hindqtrs., 5/800	44 @ 45
Foreqtrs., 5/800	30
Rounds, all wts.	42
Trd. loins, 60/60 (icl.)	64 @ 65
Sq. chucks, 70/90	33 1/2 @ 34 1/2
Arm chucks, 80/110	31 @ 31 1/2
Briskets (icl.)	24 @ 26
Ribs, 25/35 (icl.)	47 @ 48
Navel, No. 1	12 1/2
Flanks, rough No. 1	14 1/2
Good:	
Rounds	41 @ 42
Sq. cut chucks	31 @ 32
Briskets	23 @ 24
Ribs	45 @ 46
Loins	54 @ 59

COW & BULL TENDERLOINS

Fresh J/L	C-C Grade	Froz. C/L
60@ 65	Cows, 3/dn.	59@ 61
75@ 80	Cows, 3/4	63@ 65
80@ 88	Cows, 3/5	73@ 75
88@ 96	Cows, 5/up	88@ 91
88@ 95	Bulls, 5/up	88@ 91

BEEF HAM SETS

Insides, 12/up	40 1/2
Outsides, 8/up	36 1/2
Knuckles, 7 1/2/up	40 1/2

CARCASS MUTTON

(L.C.I. prices)	
Choice, 70/down	16@17
Good, 70/down	15@16

BEEF PRODUCTS

Tongues, No. 1, 100's	25 @ 27
Hearts, reg., 100's	10 1/2
Livers, sel., 30/50's	23 @ 24
Livers, reg., 35/50's	16
Lips, scalded, 100's	7 1/2
Lips, unscalded, 100's	7
Tripe, scalded, 100's	5 1/2
Tripe, cooked, 100's	6
Lungs, 100's	6 1/2
Melts, 100's	6 1/2
Udders, 100's	4 1/2

FANCY MEATS

(L.C.I. prices)	
Beef tongues, corned	35
Veal breads, under 12 oz.	58
12 oz. up	90
Calif. tongue, 1 lb./down	18
Ox tails, under 3/4 lb.	11 1/2
Ox tails, over 3/4 lb.	13

BEEF SAUS. MATERIALS

FRESH

C. C. cow meat, bbls.	31
Bull meat, bon's, bbls.	34
Beef trim., 75/80, bbls.	22 1/2
Beef trim., 85/90 bbls.	26 1/2 @ 27
Bon's chucks, bbls.	30 1/2 @ 31
Beef cheek meat,	
bbls.	17 1/2
Beef head meat, bbls.	16 1/2
Shank meat, bbls.	30 1/2
Veal trim., bon's, bbls.	24 @ 25

VEAL-SKIN OFF

(Carcass)	
(L.C.I. prices)	
Prime, 80/110	\$42.00@43.00
Prime, 110/150	41.00@42.00
Choice, 50/80	30.00@34.00
Choice, 80/110	36.00@39.00
Choice, 110/150	36.00@39.00
Good, 50/80	29.00@31.00
Good, 80/110	32.00@35.00
Good, 110/150	32.00@35.00
Commercial, all wts.	25.00@30.00

CARCASS LAMB

(L.C.I. prices)	
Prime, 40/50	40 @ 44
Prime, 50/60	None qtd.
Choice, 40/50	40 @ 44
Choice, 50/60	None qtd.
Good, all wts.	38 @ 41

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles	San Francisco	No. Portland
STEER:	Oct. 25	Oct. 25	Oct. 25
Choice:			
500-600 lbs.	\$35.00@36.00	\$37.00@39.00	\$40.00@41.00
600-700 lbs.	34.00@36.00	35.00@37.00	38.00@40.00
Good:			
500-600 lbs.	32.00@36.00	34.00@35.00	36.00@39.00
600-700 lbs.	30.00@33.00	32.00@34.00	35.00@38.00
Commercial:			
350-600 lbs.	30.00@33.00	30.00@32.00	30.00@35.00
COW:			
Commercial, all wts.	23.00@25.00	23.00@25.00	24.00@30.00
Utility, all wts.	20.00@23.00	21.00@23.00	22.00@27.00
Canner-cutter	None quoted	17.00@21.00	18.00@21.00
FRESH CALF	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	36.00@39.00	33.00@35.00	34.00@37.00
Good:			
200 lbs. down	34.00@37.00	32.00@34.00	33.00@35.00
LAMB (Carcass):			
Prime:			
40-50 lbs.	39.00@41.00	39.00@41.00	39.00@41.00
50-60 lbs.	38.00@39.00	38.00@39.00	38.00@41.00
Choice:			
40-50 lbs.	39.00@41.00	39.00@41.00	39.00@41.00
50-60 lbs.	38.00@39.00	38.00@39.00	38.00@41.00
Good, all wts.	35.00@39.00	35.00@38.00	35.00@39.00
MUTTON (EWE):			
Choice, 70 lbs. down	14.00@18.00	None quoted	12.00@14.00
Good, 70 lbs. down	14.00@18.00	None quoted	12.00@14.00

NEW YORK

Oct. 25, 1955

WHOLESALE FRESH MEATS

BEEF CUTS

(L.C.I. prices)	
Steer:	
Prime carc., 6/700	\$41.00@42.00
Prime carc., 7/800	40.00@41.00
Choice carc., 6/700	39.00@40.00
Choice carc., 7/800	37.00@38.50
Hinds, pr. 6/700	50.00@52.00
Hinds, pr. 7/800	48.00@50.00
Hinds, ch., 6/700	48.00@50.00
Hinds, ch., 7/800	45.00@49.00

BEEF CUTS

(L.C.I. prices)	
Prime steer:	
Hindqtrs., 600/700	58.00 @ 58.0
Hindqtrs., 700/800	49.00 @ 54.0
Hindqtrs., 800/900	46.00 @ 48.0
Rounds, flank off	44.00 @ 46.0
Rounds, diamond bone	
flank off	45.00 @ 47.0
Short loins, untrim.	65.00 @ 75.0
Short loins, trim.	55.00 @ 65.0
Flank	14.00 @ 15.0
Ribs (7 bone cut)	48.00 @ 56.0
Arm Chucks	34.00 @ 36.0
Briskets	28.00 @ 29.0
Plates	12.00 @ 13.0
Foreqtrs. (Kosher)	36.00 @ 38.0
Arm Chucks (Kosher)	36.00 @ 40.0
Choice steer:	
Hindqtrs., 600/700	56.00 @ 57.0
Hindqtrs., 700/800	48.00 @ 53.0
Hindqtrs., 800/900	45.00 @ 47.0
Rounds, flank off	43.50 @ 44.5
Rounds, diamond bone	
flank off	44.00 @ 46.0
Short loins, untrim.	60.00 @ 68.0
Short loins, trim.	78.00 @ 86.0
Flank	14.00 @ 15.0
Ribs (7 bone cut)	42.00 @ 50.0
Arm Chucks	33.50 @ 35.0
Briskets	27.00 @ 29.0
Plates	12.00 @ 13.0
Foreqtrs. (Kosher)	34.00 @ 37.0
Arm Chucks (Kosher)	35.00 @ 38.0

FANCY MEATS

(L.C.I. prices)	
Veal breads, under 6 oz.	51
6/12 oz.	48
12 oz./up	84
Beef livers, selected	28
Beef kidneys	13
Oxtails, 3/4 lb./up froz.	11

LAMB

(L.C.I. carcass prices)	
City	
Prime, 30/40	\$47.00@48.00
Prime, 40/45	49.00@50.00
Prime, 45/55	46.00@49.00
Choice, 30/40	44.00@46.00
Choice, 45/55	47.00@50.00
Choice, 45/55	45.00@47.00
Good, 30/40	43.00@44.00
Good, 40/45	44.00@46.00
Good, 45/55	42.00@44.00
Good, 55/65	41.00@43.00
Western	
Prime, 45/dn.	\$43.50@44.00
Prime, 45/55	44.00@45.00
Choice, 45/dn.	45.50@46.00
Choice, 45/55	44.00@45.00
Good, 45/dn.	39.00@41.00
Good, 45/55	41.00@43.00

VEAL-SKIN OFF

(L.C.I. carcass prices)	
Western	
Prime, 80/130	\$40.00@42.00
Choice, 80/130	37.00@40.00
Good, 50/80	26.00@28.00
Good, 80/130	30.00@34.00
Com'l, 50/80	22.00@25.00
Com'l, 80/130	24.00@26.00

BUTCHER'S FAT

Shop fat (cwt.)	\$2.00
Breast fat (cwt.)	3.00
Edible suet (cwt.)	3.25
Inedible suet (cwt.)	3.25

N. Y. MEAT SUPPLIES

(Receipts reported by the USDA Marketing Service week ended Oct. 22, 1955 with comparisons.)

STEEPS AND HEIFERS: Carcasses	
Week ended Oct. 22	11,600
Week previous	12,902
COW:	
Week ended Oct. 22	2,067
Week previous	1,902
BULL:	
Week ended Oct. 22	421
Week previous	733
VEAL:	
Week ended Oct. 22	11,670
Week previous	15,394
LAMB:	
Week ended Oct. 22	30,681
Week previous	24,814
MUTTON:	
Week ended Oct. 22	906
Week previous	989
HOG AND PIG:	
Week ended Oct. 22	9,812
Week previous	10,348
PORK CUTS:	
Week ended Oct. 22	1,118,557
Week previous	1,082,418
BEEF CUTS:	
Week ended Oct. 22	170,059
Week previous	173,855
VEAL AND CALF CUTS:	
Week ended Oct. 22	9,532
Week previous	14,513
LAMB AND MUTTON:	
Week ended Oct. 22	31,255
Week previous	9,856
BEEF CURED:	
Week ended Oct. 22	4,717
Week previous	15,700
PORK CURED AND SMOKED:	
Week ended Oct. 22	349,215
Week previous	256,464
LARD AND PORK FAT:	
Week ended Oct. 22	5,224
Week previous	2,508

LOCAL SLAUGHTER

Week ended Oct. 22	13,564
Week previous	12,558
Week ended Oct. 22	14,878
Week previous	13,820

HOGS:	
Week ended Oct. 22	58,072
Week previous	53,099
SHEEP:	
Week ended Oct. 22	52,608
Week previous	46,589
COUNTRY DRESSED MEAT	
Week ended Oct. 22	6,007
Week previous	5,917
HOGS:	
Week ended Oct. 22	123
Week previous	100
LAMB AND MUTTON:	
Week ended Oct. 22	290
Week previous	291

PHILA. FRESH MEATS

Oct. 26, 1955

WESTERN DRESSED		
STEER CARCASS: (Cwt.)		
Choice, 500/700	\$39.50@41.00	
Choice, 700/900	37.00@39.50	
Good, 500/800	35.50@38.00	
COW:		
Com'l, all wts.	27.50@29.50	
Utility, all wts.	23.50@25.50	
VEAL (SKIN OFF):		
Choice, 80/110	37.00@40.00	
Choice, 110/150	38.00@41.00	
Good, 50/80	29.00@31.00	
Good, 80/110	31.00@34.00	
Good, 110/150	32.00@35.00	
LAMB:		
Prime, 30/45	45.00@48.00	
Prime, 45/55	45.00@48.00	
Choice, 30/45	45.00@48.00	
Choice, 45/55	45.00@48.00	
Good, all wts.	42.00@44.00	
MUTTON (EWE):		
Choice, 70/down	16.00@18.00	
Good, 70/down	15.00@17.00	
LOCALLY DRESSED		
STEER BEEF (lb.): Choice	Good	
Hinds, 500/800	44@52	44@48
Hinds, 800/900	45@48	44@46
Rounds, no flank	45@50	42@46
Hip rd., + flank	43@47	41@45
Full loin, untrim.	49@52	48@52
Short loin, untrim.	53@70	53@63
Ribs (7 bone)	46@50	44@48
Arm chucks	32@34	30@32
Briskets	27@29	27@29
Short plates	12@14	12@14

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

(Carlot Basis, Chicago Price Zone, Oct. 26, 1955)

SKINNED HAMS

Fresh or F.F.A.	Frozen
38 1/4	38 1/4
35	35
34 1/4	34 1/4
34	34
33 1/4	33 1/4
33	33
32 1/4	32 1/4
32	32

Note—Regular Hams 2 1/2¢ under skinned.

PICNICS

Fresh or F.F.A.	Frozen
21	21
20 1/2	20 1/2
20 1/4	20 1/4
20	20
20 1/2	20 1/2
20 1/4	20 1/4
20	20

FAT BACKS

Fresh or Frozen	Cured
8 1/2	10
10	10 1/2
12	12 1/2
14	14 1/2
14 1/2	14 1/2
14 1/4	14 1/4
14 1/2	14 1/2
14 1/4	14 1/4
14 1/2	14 1/2

BELLIES

Fresh or F.F.A.	Frozen
23	23
21	21
20	20
19 1/2	19 1/2
19	19
18 1/2	18 1/2
18	18

GR. AMN. BELLIES D.S. BELLIES

Clear	Clear
17 1/2	17 1/2
17	17
16 1/2	16 1/2
16	16
15 1/2	15 1/2
15	15

FRESH PORK CUTS

Job Lot	Car Lot
34 1/2	34
34 1/4	34
34	34
34 1/2	34
34 1/4	34
34	34
34 1/2	34
34 1/4	34
34	34

OTHER CELLAR CUTS

Fresh or Frozen	Cured
9 1/2	10
7 1/2	8 1/2
8 1/2	9 1/2

LARD FUTURES PRICES

NOTE: Add 1/2 to all figures ending in 2 or 7.

FRIDAY, OCT. 21, 1955

Open	High	Low	Close
Nov. 11.12	11.12	10.92	10.97
Dec. 10.80	10.82	10.70	10.72
Jan. 10.65	10.65	10.57	10.57
Mar. 10.60	10.75	10.57	10.57b
May 10.80	10.80	10.77	10.77

Sales: 2,200,000 lbs.

Open interest at close Thurs., Oct. 20, Oct. 44, Nov. 234, Dec. 458, Jan. 188, Mar. 178, and May 81 lots.

MONDAY, OCT. 24, 1955

Nov. 10.92	11.00	10.90	10.90
Dec. 10.72	10.90	10.72	10.80a
Jan. 10.57	10.70	10.57	10.65
Mar. 10.52	10.70	10.52	10.65a
May 10.90	10.95	10.87	10.90

Sales: 2,800,000 lbs.

Open interest at close Fri., Oct. 21: Oct. 31, Nov. 241, Dec. 459, Jan. 186, Mar. 181, and May 80 lots.

TUESDAY, OCT. 25, 1955

Nov. 11.25 -35	11.35	11.02	11.05a
Dec. 11.15 -25	11.27	10.95	11.00
Jan. 11.05	11.17	10.80	10.85b

Sales: 11,480,000 lbs.

Open interest at close Mon., Oct. 24: Oct. 25, Nov. 238, Dec. 467, Jan. 190, Mar. 193, and May 88 lots.

WEDNESDAY, OCT. 26, 1955

Nov. 11.05	11.05	10.80	10.85
Dec. 10.95	10.97	10.75	10.77b
Jan. 10.85	10.85	10.72	10.75
Mar. 10.75	10.77	10.82	10.85
May 11.00	11.05	10.85	10.85b

Sales: 6,400,000 lbs.

Open interest at close Tues., Oct. 25: Nov. 220, Dec. 469, Jan. 188, Mar. 225, and May 98 lots.

THURSDAY, OCT. 27, 1955

Nov.	10.85	11.12	10.85	11.05b
Dec.	10.80	11.00	10.80	10.92
Jan.	10.75	10.87	10.72	10.77a
Mar.	10.65	10.75	10.60	10.65a
May	10.87	10.87	10.85	10.87

Sales: 3,500,000 lbs.

Open interest at close Wed., Oct. 26: Nov. 215, Dec. 471, Jan. 188, Mar. 247, and May 105 lots.

CHGO. FRESH PORK AND PORK PRODUCTS

Oct. 25, 1955 (L.C.I. prices)

Hams, skinned, 10/12	41
Hams, skinned, 12/15	36 1/2
Hams, skinned, 14/16	36
Picnics, 4/6 lbs., loose	36
Picnics, 6/8 lbs., loose	22 1/2
Pork loins, boned, 10/12	64
Shoulders, 16/dn., loose	23
Pork livers	13
Tenderloins, fresh, 10's, 76	67 7/8
Neck bones, bbls.	8
Ears, 30's	6 1/2
Feet, s.c. 30's	7

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To Sausage Manufacturers in job lots only)	
Pork trim., reg. 40%	13 1/2 @ 14
hbls., loose	14 1/2 @ 15
Pork trim., guar. 50%	14 1/2 @ 15
lean hbls., loose	14 1/2 @ 15
Pork trim., 80% lean,	26
hbls., loose	26
Pork trim., 95% lean,	37
hbls., loose	37
Pork head meat	22
Pork cheek meat, trim.,	22
hbls., loose	29 @ 29 1/2

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$13.75
Refined lard, 50-lb. cartons, f.o.b. Chicago	13.50
Kettle rendered tierces, f.o.b. Chicago	14.25
Leaf kettle rendered tierces, f.o.b. Chicago	14.75
Lard flakes, f.o.b. Chicago	16.00
Neutral tierces, f.o.b. Chicago	16.00
Standard shortening	16.00
N. & S. (del.)	18.00
Hydro. shortening, N. & S.	19.25

WEEK'S LARD PRICES

P.S. or Dry	P.S. or Dry	Ref. In	50-lb.
Rend. Cash	Rend. Cash	Loose	(Open)
(Tierces)	(Tierces)	(Open)	(Open)
(Bd. Trade)	(Bd. Trade)	(Mkt.)	(Mkt.)
Oct. 21	12.25n	10.00	12.75n
Oct. 22	12.25n	10.00n	12.75n
Oct. 24	11.75n	9.75	12.50n
Oct. 25	11.75n	9.75 @ 9 1/2	12.50n
Oct. 26	11.75n	9.25 1/2	12.37 1/2n
Oct. 27	11.75n	9.75n	12.50n

ONLY LIGHT HOGS IMPROVED THIS WEEK

(Chicago costs and credits, first two days of the week.)

Hog costs, at their lowest levels in many years, and declining at a more rapid rate than pork prices, accounted for the better values on light hogs this week. Changes in values were uneven as mediumweight hogs lost part of the previous week's improvement in margins.

	—180-220 lbs.—	—220-240 lbs.—	—240-270 lbs.—
	Value	Value	Value
per cwt.	per cwt.	per cwt.	per cwt.
live	live	live	live
yield	yield	yield	yield
Lean cuts	\$ 9.85	\$14.32	\$ 9.50
Fat cuts, lard	4.19	6.01	4.38
Ribs, trimmings, etc.	1.66	2.42	1.59
Cost of hogs	\$13.60	\$13.60	\$13.44
Condemnation loss .....	.02	.02	.02
Handling, overhead	1.75	1.55	1.40
TOTAL COST	\$15.34	\$22.07	\$15.17
TOTAL VALUE	15.80	22.75	15.47
Cutting margin	+\$.46	+\$.68	+\$.30
Margin last week	+.32	+.51	+.39

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles	San Francisco	No. Portland
	Oct. 25	Oct. 25	Oct. 25
FRESH PORK (Carcass: (Packer Style)		(Shipper Style)	(Shipper Style)
80-120 lbs., U.S. 1-3	None quoted	\$29.00 @ 31.00	None quoted
120-160 lbs., U.S. 1-3	\$26.00 @ 28.00	26.00 @ 29.00	\$24.00 @ 25.00
FRESH PORK CUTS No. 1:			
LOINS:			
8-10 lbs.	38.00 @ 42.00	40.00 @ 42.00	41.00 @ 44.00
10-12 lbs.	38.00 @ 42.00	40.00 @ 42.00	41.00 @ 44.00
12-16 lbs.	38.00 @ 42.00	42.00 @ 44.00	40.00 @ 44.00
PICNICS: (Smoked)		(Smoked)	(Smoked)
4-8 lbs.	29.00 @ 37.00	32.00 @ 36.00	32.00 @ 35.00
HAMS, skinned:			
12-16 lbs.	44.00 @ 48.00	48.00 @ 52.00	45.00 @ 50.00
16-18 lbs.	43.00 @ 48.00	50.00 @ 52.00	45.00 @ 50.00
BACON, "Dry" Cure No. 1:			
6-8 lbs.	36.00 @ 44.00	50.00 @ 52.00	42.00 @ 46.00
8-10 lbs.	34.00 @ 41.00	46.00 @ 50.00	40.00 @ 43.00
10-12 lbs.	32.00 @ 40.00	42.00 @ 46.00	38.00 @ 40.00
LARD, Refined:			
1-lb. cartons	15.00 @ 17.50	19.00 @ 20.00	15.00 @ 17.00
50-lb. cartons & cans	14.50 @ 17.00	18.00 @ 19.00	None quoted
Tierces	14.00 @ 16.50	16.00 @ 18.00	13.50 @ 16.00

N.Y. FRESH PORK CUTS

Oct. 25, 1955 (L.C.I. prices)

Pork loins, 8/12	\$37.00 @ 38.00
Pork loins, 12/16	37.00 @ 39.00
Hams, sknd., 4/8	40.00 @ 41.00
Boston butts, 4/8	31.00 @ 32.00
Spareribs, 3/down	35.00 @ 36.00
Pork trim., regular	28.00
Pork trim., spec. 80%	44.00
City	
Hams, sknd., 10/14	\$39.50 @ 44.00
Pork loins, 8/12	39.00 @ 42.00
Pork loins, 12/14	39.00 @ 41.00
Picnics, 4/8	None qtd.
Boston Butts, 4/8	29.00 @ 33.00
Spareribs, 3/down	34.50 @ 41.00

N. Y. DRESSED HOGS

(L.C.I. prices)

(Heads on, leaf fat in)	
50 to 75 lbs.	\$24.25 @ 27.25
75 to 100 lbs.	24.25 @ 27.25
100 to 125 lbs.	24.25 @ 27.25
125 to 150 lbs.	24.25 @ 27.25

CHGO. WHOLESALE SMOKED MEATS

Oct. 25, 1955

Hams, skinned, 14/16 lbs., wrapped	43
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	45
Hams, skinned, 16/18 lbs., wrapped	45
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	47
Bacon, fancy trimmed, brisket off, 8/16 lbs., wrapped	33 1/2
Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped	33
Bacon, No. 1 sliced, 1-lb. open-faced layers	44

PHILA. FRESH PORK

Oct. 26, 1955

WESTERN DRESSED	
PORK CUTS—U.S. 1-3, LB.	
Regular loins, 8/12	37 @ 39
Regular loins, 12/16	37 @ 39
Regular loins, 16/20	39
Butts, Boston, 4/8	31 @ 33
Spareribs, 3/down	38 @ 40
LOCALLY DRESSED	
U.S. 1-3 Lb.	
Pork loins, 8/10	39 @ 43
Pork loins, 10/12	39 @ 43
Pork loins, 12/16	39 @ 43
Spareribs, 3/dn.	38 @ 41
Sk. hams, 10/12	44 @ 46
Sk. hams, 12/14	40 @ 42
Picnics, 4/8	27 @ 30
Boston butts, 4/8	31 @ 34

HOG-CORN RATIOS

The hog-corn ratio for barrows and gilts at Chicago for the week ended Oct. 22, 1955, was 12.1. This ratio compared with the 11.7 ratio for the preceding week and 12.0 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.186, \$1.278 and \$1.570 per bu. during the three periods, respectively.

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

Wednesday, Oct. 26, 1955

BLOOD

Unground, per unit of ammonia (bulk)\$5.50a

DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:
Low test\$5.75a
Med. test\$5.50
High test\$5.50a
Liquid stick, tank cars\$1.75

PACKINGHOUSE FEEDS

50% meat, bone scraps, bagged...\$ 70.00@ 80.00
50% meat, bone scraps, bulk ... 67.50@ 77.50
55% meat scraps, bagged 92.00
60% digester tankage, bagged ... 80.00@ 85.00
60% digester tankage, bulk 77.50@ 82.50
80% blood meal, bagged 112.50@125.00
70% steamed bone meal, bagged (spec. prep.) 85.00
60% steamed bone meal, bagged 65.00@ 70.00

FERTILIZER MATERIALS

Feather tankage, ground,
per unit ammonia 3.90@4.00
Hoof meal, per unit ammonia 6.25@6.35

DRY RENDERED TANKAGE

Low test, per unit prot.\$1.25a
Med. test, per unit prot.\$1.20
High test, per unit prot.\$1.20a

GELATINE AND GLUE STOCKS

Calf trimmings (limed) 1.35@ 1.50
Hide trimmings (green salted) ... 6.00@ 7.00a
Cattle jaws, scraps and knuckles,
per ton55.00@57.00
Pig skin scraps and trimmings ... 4.75@ 5.00

ANIMAL HAIR

Winter coil dried, per ton\$125.00@135.00
Summer coil dried, per ton\$60.00@ 65.00
Cattle switches, per piece 3¼@ 5
Winter processed, gray, lb. 20
Summer processed, gray, lb. 12¼@ 13¼

n—nominal. a—asked. *Quoted delivered.

TALLOW and GREASES

Wednesday, Oct. 26, 1955

The Midwest inedible tallow and grease market held steady late last week; however, fractionally lower prices were paid for eastern destination. Bleachable fancy tallow sold at 8c and yellow grease at 7c, c.a.f. Chicago. All hog choice white grease traded at 9¼c, and regular production bleachable fancy tallow at 8¾c, c.a.f. New York. Edible tallow was offered at 9¼c, Chicago, but without buying interest. Users were keeping a close watch on loose lard, which has dropped about 2c per pound in the last week. All hog choice white grease on Friday was bid at 9¼@ 9¼c, and offerings were held at 9¾c.

No change was registered in the Chicago area on Monday of the new week and prices were quoted nominally unchanged. Inquiry was apparent for edible tallow at 9¼c, Chicago, for prompt shipment. Hard body bleachable fancy tallow sold at 8½c, delivered New York. All hog choice white grease buying interest was at

9¾c, same destination point.

A fair trade came about on Tuesday. Bleachable fancy tallow sold at 7¾c, No. 1 tallow at 7c, not all hog choice white grease at 8¼c, and yellow grease at 6¾c, all c.a.f. Chicago. All hog choice white grease sold at 9¾c and at 9c, c.a.f. New York, the former price for immediate shipment. Yellow grease was bid at 7¾c, delivered East, and held at 7½c. There was interest at 6¾c, c.a.f. New Orleans for No. 2 tallow. Prime tallow sold at 8¼c, same destination.

Dealer interest in the market was evident on bleachable fancy tallow at 8¾c, c.a.f. East, and available at 8½c. Special tallow was wanted at 7¾c, c.a.f. New York, with reports that some sold that basis. There were indications of 9¾c, Chicago, in the market for edible tallow, with offerings held at 9¾@9¾c, f.o.b. outside points.

Bleachable fancy tallow sold at midweek at 8c, c.a.f. Chicago. Yellow grease sold at 6¾c and 7c, Chicago. Edible tallow sold at 9c, f.o.b. outside point, equal to 9¾c, Chicago basis. No. 1 tallow was bid at 7c,

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OR CONTACT YOUR LOCAL DARLING & COMPANY REPRESENTATIVE

Chicago. Inquiry in the market for all hog choice white grease was heard at 9c, c.a.f. East, and held fractionally higher. Several tanks of bleachable fancy tallow traded at 8½c, and 8½c, delivered New York.

TALLOW: Wednesday's quotations: edible tallow, 9½c; original fancy tallow, 8½c; bleachable fancy tallow, 8c; prime tallow, 7½c; special tallow, 7½c; No. 1 tallow, 7c; and No. 2 tallow, 6½c.

GREASES: Wednesday's quotations: not all hog choice white grease, 8½c; B-white grease, 7½c; yellow grease, 6½@7c; house grease, 6½c; and brown grease, 6c. The all hog choice white grease was quoted at 9c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Oct. 26, 1955

Dried blood was quoted Wednesday at \$5 to \$5.50 per unit of ammonia. Low test wet rendered tankage was listed at \$5.50 per unit of ammonia and rendered tankage was priced at \$1.15 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, OCT. 21, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.34b	13.31	13.26	13.26b	13.35b
Jan.	13.30b	.....	.....	13.25b	13.33b
Mar.	13.41b	13.43	13.36	13.37	13.40b
May	13.45	13.45	13.37	13.38	13.40b
July	13.40b	13.40	13.32	13.30b	13.36b
Sept.	13.15b	.....	.....	13.08b	13.15b
Oct.	13.00b	.....	.....	12.90b	13.00b

Sales: 104 lots.

MONDAY, OCT. 24, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.25	13.25	13.20	13.21	13.26b
Jan.	13.20b	.....	.....	13.20b	13.25b
Mar.	13.30	13.34	13.28	13.28	13.37
May	13.30b	13.36	13.30	13.29b	13.38
July	13.20b	13.31	13.24	13.24	13.30b
Sept.	13.00b	13.07	13.05	13.05	13.08b
Oct.	12.90b	.....	.....	12.90b	12.90b

Sales: 142 lots.

TUESDAY, OCT. 25, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.26b	13.35	13.27	13.35	13.31
Jan.	13.25b	13.30	13.30	13.33b	13.20b
Mar.	13.31b	13.41	13.35	13.40b	13.28
May	13.40	13.43	13.35	13.40	13.29b
July	13.32b	13.36	13.33b	13.24	13.30b
Sept.	13.07b	13.18	13.18	13.15b	13.05
Oct.	12.95b	.....	.....	13.00b	12.90b

Sales: 177 lots.

WEDNESDAY, OCT. 26, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.31b	13.33	13.30	13.32b	13.35
Jan.	13.30b	13.30	13.30	13.30	13.33b
Mar.	13.37b	13.42	13.38	13.38	13.40b
May	13.37b	13.40	13.37	13.35b	13.40
July	13.30b	13.33	13.30	13.27b	13.33b
Sept.	13.13b	.....	.....	13.08b	13.15b
Oct.	13.00b	.....	.....	12.95b	13.00b

Sales: 44 lots.

VEGETABLE OILS

Wednesday, Oct. 26, 1955

Crude cottonseed oil, carlots, f.o.b. Valley	11a
Southeast	11½a
Texas	10½a
Corn oil in tanks, f.o.b. mills	11½pd
Peanut oil, f.o.b. mills	17½n
Soybean oil, f.o.b. mills	11n
Coconut oil, f.o.b. Pacific Coast	11n
Cottonseed foots:	
Midwest and West Coast	1½ @ 2
East	1½ @ 2

OLEOMARGARINE

Wednesday, Oct. 26, 1955

White domestic vegetable	26
Yellow quarters	28
Milk churned pastry	24
Water churned pastry	23

OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels)	10½
Extra oleo oil (drums)	14 @ 15

pd—paid. n—nominal. b—bid. a—asked.

HIDES AND SKINS

A few selections of hides trade at steady prices—Midweek market slow—Small packer hide market quiet—Heavy volume of Northern calfskins traded at 55c on lights and 50c on heavies—Kipskin market steady—Sheepskin market generally unchanged from last week.

CHICAGO

PACKER HIDES: Certain selections of hides were wanted ½c off last week's levels, but others were bid at steady prices Monday. Light trading developed during the day, and Chicago heavy native cows and butt-branded steers sold at 13c and 11½c, respectively. Major packers were not involved in the transactions.

Major packers were successful in obtaining steady prices for a couple of selections of hides Tuesday. Butt-branded steers sold at 11½c, Colorado steers at 11c and heavy Texas steers at 11½c. Also traded were branded cows at 11c and 11½c. A car of Chicago heavy native cows sold at 13c.

With the exception of a few cars of heavy native cows trading at steady prices, the hide market was quiet at midweek, with many members of the trade in attendance at the annual fall meeting of National Hide Association, to be followed by the annual fall meeting of Tanners' Council.

SMALL PACKER AND COUNTRY HIDES: There was little activity reported in the small packer hide market, with both buyers and sellers unaggressive. Offerings of the 60-lb. average were priced at 10½c and 11c in the Midwest, but no sales were heard at those levels. There was some improvement in the country hide market, and 50@52-lb. average straight locker butchers sold at 8½c, some for export and some domestic. Renderers were quoted at 7½c, while mixed lots were quoted at 7½@8c.

CALFSKINS AND KIPSKINS: Northern calfskins sold in heavy volume on Tuesday, and 50c was paid for heavies and lights brought 55c. These prices were 2½c under previous offering levels. The kipskin market was mostly steady, but reports were conflicting with regard to bid and offering prices. Northern kip was reportedly bid at 34½c at midweek, while overweights were reported offered at 33½c.

SHEEPSKINS: About a car including No. 2 shearlings and No. 3 shearlings sold at 1.70 and .65, respectively. A car of No. 1 shearlings, including fall clips, sold at 2.75 and

3.25. Dry pelts continued nominal at 21@22c. Pickled skins were also nominal, with 9.25@9.50 quoted on lambs and 10.50@11.00 on sheep.

Cold Storage Hide Stocks

Stocks of hides and pelts in cold storage at the close of September totaled 88,797,000 lbs. for a moderate increase over end-of-August inventories of 84,941,000 lbs. However, current hide stocks were smaller than the 94,759,000 lbs. reported at the close of September 1954, but considerably larger than the 67,620,000-lb. average for September 30.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Week ended Oct. 26, 1955	Cor. Week Oct. 26, 1954
Hvy. Nat. steers	14	@14½n	11½@12n
Lt. Nat. steers	15	@15½n	13½@14n
Hvy. Tex. steers	.....	11½n	10n
Ex. lgt. Tex.	.....	15½n	14½n
Butt brnd. steers	.....	11½n	10n
Col. steers	.....	11n	9½n
Branded cows	11	@11½n	10 @10½n
Hvy. Nat. cows	12½	@13n	11½@12n
Lt. Nat. cows	13½	@14½n	13 @13½n
Nat. bulls	.....	10n	8½n
Branded bulls	.....	9n	7½n
Calfskins,			
Nor., 10/15	.....	50n	32½n
10/down	.....	55n	37½n
Kips, Nor., nat., 15/25	.....	34½n	23n

SMALL PACKER HIDES		
STEERS AND COWS:		
60 lbs. and over	10n	9½@10n
50 lbs.	11	@11½n 11 @11½n

SMALL PACKER SKINS		
Calfskins, all wts.	40	@42½n 22n
Kips, all wts.	24	@25n 14 @15n

SHEEPSKINS		
Packer shearlings,		
No. 1	.....	2.75
Dry Pelts	21@	22n 27n
Horsehides, Untrim.	7.50@	7.75n 7.00@7.50

N.Y. HIDE FUTURES

FRIDAY, OCT. 21, 1955

	Open	High	Low	Close
Oct.	11.15b	.....	.....	11.30n
Jan.	11.50b	11.56	11.52	11.52
Apr.	11.90b	12.00	11.89	11.90 - 89
July	12.30b	.....	.....	12.27b - 35a
Oct.	12.65b	.....	.....	12.65b - 75a
Jan.	13.00b	13.10	13.10	12.90b-13.00n

Sales: Not available.

MONDAY, OCT. 24, 1955

	Open	High	Low	Close
Oct.	11.15b	.....	.....	11.22b - 30n
Jan.	11.50b	11.68	11.55	11.57
Apr.	11.90b	12.08	11.92	11.92b-12.00n
July	12.20b	12.29	12.20	12.28b - 40n
Oct.	12.55b	.....	.....	12.60b - 80n
Jan.	12.85b	.....	.....	13.00 - 10n

Sales: 23 lots.

TUESDAY, OCT. 25, 1955

	Open	High	Low	Close
Oct.	11.15b	.....	.....	11.20b - 35a
Jan.	11.51b	11.65	11.62	11.65b - 70a
Apr.	11.80b	12.06	12.02	12.06
July	12.23b	.....	.....	12.41b - 48a
Oct.	12.58b	.....	.....	12.67b - 80a
Jan.	12.85b	13.06	13.02	13.06

Sales: 12 lots.

WEDNESDAY, OCT. 26, 1955

	Open	High	Low	Close
Jan.	11.67b	12.06	11.75	12.01
Apr.	12.01b	12.45	12.10	12.33
July	12.40b	.....	.....	12.60b - 78a
Oct.	12.70b	13.02	13.02	12.99b-13.02a
Jan.	13.00b	13.30	13.15	13.20b - 80n
Apr.	13.20b	.....	.....	13.40b - 60n

Sales: 121 lots.

THURSDAY, OCT. 27, 1955

	Open	High	Low	Close
Jan.	12.05-13	12.30	12.06	12.20
Apr.	12.40b	12.62	12.49	12.53
July	12.75b	.....	.....	12.85b - 98a
Oct.	13.00b	13.29	13.29	13.15b - 23a
Jan.	13.32	13.40	13.32	13.35b - 45a
Apr.	13.40b	.....	.....	13.55b - 70a

Sales: 90 lots.

LIVESTOCK MARKETS... Weekly Review

Thirteen-State Cattle On Feed Oct. 1 19% Above 1954

The number of cattle and calves on feed for market in the 13 major feeding states on October 1 was estimated at 3,458,000 head, according to the Crop Reporting Board. This was an increase of 19 per cent from the previous year, but the seasonal decline from July 1 was 4 per cent. On July 1 this year, the increase was 13 per cent from a year earlier, while on April 1 the increase was 12 per cent from the previous year.

The number of cattle on feed in the nine Corn Belt States on October 1 was estimated at 2,615,000 head, 25 per cent larger than a year earlier. However, the October 1 estimate was 7 per cent below the 2,803,000 head on feed July 1. All Corn Belt states showed an increase from a year ago. Shipments of stocker and feeder cattle into the Corn Belt, July through September were about 6 per cent less than a year ago. However, in-shipments for the April-June period were 24 per cent larger than for the same period a year earlier.

In California, the number of cattle on feed October 1, 1955 totaled 498,000 head compared with 433,000 a year earlier and 457,000 on July 1 this year. The number on feed in Colorado was 166,000 compared with 180,000 on July 1. Arizona had 95,000 on feed October 1 and 120,000 on July 1, while Texas had 84,000 on October 1 and 49,000 on July 1.

The nine Corn Belt states with comparable data showed 70 per cent of the cattle on feed consisted of steers against 69 per cent October 1, 1954. Heifers made up 24 per cent, compared with 23 per cent a year ago, while calves were 5 per cent com-

pared with 7 per cent a year earlier.

The number of cattle on feed under three months in these nine states was 20 per cent larger than a year earlier. The number on feed three to six months amounted to 436,000 head, 12 per cent above the 390,000 head on hand a year earlier. The number that have been on feed over six months was estimated at 895,000 head, compared with 632,000 head on feed a year earlier.

Cattle feeders in the 13 states expect to market about 73 per cent of the cattle on feed during the next three months, with 28 per cent in October, 22 per cent in November, and 23 per cent in December. The remaining 27 per cent is expected to be marketed after January 1.

For the 13 states, about 53 per cent of the total had been on feed less than three months, 20 per cent had been on feed three to six months, while 27 per cent had been on feed more than six months. In these states, steers represented 69 per cent of total; heifers, 25 per cent; calves, 5 per cent; and other cattle, 1 per cent.

Am. Royal Steer Brings \$6.22 Lb.; Mommson Carlot At \$40.50 Cwt.

The grand champion Angus steer shown by Kenneth Eitel at the American Royal Livestock show brought \$6.22 per lb. The animal, weighing 1,110 lbs., was bought by Williams Meat Co., of Kansas City for Putsch's 2-10 Restaurant also of Kansas City. Williams also bought the reserve grand champion steer, a Hereford at \$2.05 per lb. for the Kansas City Southern Railroad. The grand champion Angus carlot, shown by John F. Mommson and Sons of Miles, Ia., was bought by the Golden Ox Restaurant of Kansas City at \$40.50 per cwt.

SALABLE LIVESTOCK AT 12 MARKETS IN SEPT.

	Sept., 1955	Sept., 1954
CATTLE		
Chicago	193,960	206,681
Cincinnati	22,760	22,123
Denver	78,957	79,181
Fort Worth	55,282	87,736
Indianapolis	39,153	45,789
Kansas City	115,214	124,288
Oklahoma City	63,741	91,908
Omaha	195,397	198,210
St. Joseph	70,700	64,642
St. Louis NSY	89,245	91,304
Sioux City	114,351	112,977
S. St. Paul	105,715	100,275
Totals	1,144,498	1,218,494

	Sept., 1955	Sept., 1954
CALVES		
Chicago	7,116	8,805
Cincinnati	4,795	4,932
Denver	3,388	5,540
Fort Worth	17,126	28,818
Indianapolis	6,654	7,754
Kansas City	15,359	20,710
Oklahoma City	7,658	22,874
Omaha	8,739	14,840
St. Joseph	7,207	7,462
St. Louis NSY	24,066	28,177
Sioux City	3,436	5,868
S. St. Paul	37,369	34,791
Totals	142,903	193,571

	Sept., 1955	Sept., 1954
HOGS		
Chicago	179,335	161,899
Cincinnati	81,521	75,954
Denver	9,009	12,006
Fort Worth	10,812	8,105
Indianapolis	251,417	231,088
Kansas City	43,859	41,247
Oklahoma City	15,860	12,449
Omaha	138,911	129,588
St. Joseph	97,253	95,208
St. Louis NSY	202,302	191,766
Sioux City	91,982	87,539
S. St. Paul	227,452	182,186
Totals	1,349,713	1,229,035

	Sept., 1955	Sept., 1954
SHEEP		
Chicago	34,381	34,534
Cincinnati	8,587	8,618
Denver	218,065	212,528
Fort Worth	24,759	40,475
Indianapolis	22,242	27,582
Kansas City	22,638	34,631
Oklahoma City	4,586	6,539
Omaha	75,353	81,230
St. Joseph	22,221	26,820
St. Louis NSY	27,726	33,727
Sioux City	31,513	32,578
S. St. Paul	58,914	51,667
Totals	550,985	500,929

LIVESTOCK CARLOADINGS

A total of 13,756 railroad cars was loaded with livestock in the week ended October 8. This was a decrease of 1,233 cars from the same 1954 week and 1,942 cars fewer than two years earlier.

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LIVESTOCK BUYING

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DETROIT, MICH. CHATTANOOGA, TENN. LAFAYETTE, IND. MONTGOMERY, ALA.
OMAHA, NEBR. CINCINNATI, OHIO FLORENCE, S.C.
FULTON, KY. INDIANAPOLIS, IND. SIOUX FALLS, S.D.
JACKSON, MISS. VALPARAISO, IND. FT. WAYNE, IND.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, October 22, 1955, as reported to The National Provisioner:

CHICAGO

Armour, 13,019 hogs; Shippers, 20,610 hogs; and Others, 26,552 hogs.

Totals: 25,585 cattle, 1,124 calves, 60,181 hogs, and 4,898 sheep.

KANSAS CITY

Armour, 3,563 848 2,659 1,606
Swift, 2,912 1,047 3,747 3,005
Wilson, 1,534 3,087
Butchers, 8,222 1,032 1
Others, 841 424 1,729

Totals: 17,072 1,895 10,959 6,341

OMAHA

Armour, 7,275 13,109 3,724
Cudahy, 4,168 11,227 2,351
Swift, 6,235 12,987 2,970
Wilson, 3,953 10,387 1,649
Am. Stores, 1,041
Nob. Beef, 794
Engle, 77
Gr. Omaha, 948
Hoffman, 20
Rothschild, 1,444
Kings, 1,476
Merchants, 89
Midwest, 112
Omaha, 771
Others, 1,107 13,097

Totals: 30,799 60,807 10,894

E. ST. LOUIS

Armour, 3,285 1,273 8,158 3,434
Swift, 3,418 2,373 17,647 2,832
Hunter, 916 2,595
Hill, 2,424
Krey, 3,391

Totals: 7,619 3,646 34,215 6,266

ST. JOSEPH

Armour, 3,995 712 17,348 3,184
Armour, 4,024 488 10,495 2,360
Others, 4,921 44 2,727 506

Totals: 12,943 1,244 30,570 6,050

*Do not include 536 cattle, 288 calves, 15,142 hogs and 1,105 sheep direct to packers.

ST. LOUIS

Armour, 4,841 2 13,594 2,755
S.C. Dr., 3,491
Beef, 3,388 11,641 2,329
Butchers, 594 9
Others, 12,857 34 19,452 1,319

Totals: 25,171 45 44,887 6,403

WICHITA

Cudahy, 2,036 640 2,556
Kansas, 774
Dunn, 125
Dold, 95 775
Sunflower, 74
Pioneer, 713
Excel, 46
Armour, 46
Swift, 598
Others, 1,681 542 205

Totals: 5,544 640 8,873 1,611

OKLAHOMA CITY

Armour, 2,763 248 887 390
Wilson, 2,525 496 747 258
Others, 3,160 1,224 1,376

Totals: 8,448 1,968 3,010 648

*Do not include 1,581 cattle, 387 calves, 13,598 hogs and 3,777 sheep direct to packers.

LOS ANGELES

Armour, 148 26
Cudahy, 70
Swift, 410
Wilson, 287
United, 984 22 373
Com'l, 851
Atlas, 835
Ideal, 831
Acme, 475
Gr. West, 418
Others, 3,602 284 689

Totals: 8,919 306 1,088

DENVER

Armour, 2,097 103 6,049
Swift, 1,544 171 4,299 5,367
Cudahy, 845 148 4,229 307
Wilson, 361 9,939
Others, 7,959 102 2,785 996

Totals: 12,806 524 11,313 22,658

CINCINNATI

Gall, 311 25 425
Schlaefter, 5,298 1,036 17,395

Totals: 5,609 1,061 17,395 1,956

ST. PAUL

Armour, 4,542 5,230 26,998 4,202
Bartusch, 1,468
Rifkin, 946 32
Superior, 2,255
Swift, 6,921 5,322 45,925 4,252
Others, 3,485 4,689 4,854 5,291

Totals: 21,617 15,253 77,777 13,745

FORT WORTH

Armour, 1,703 1,535 848 2,081
Swift, 1,810 2,522 634 2,522
Bl. Bon, 617 114 126
City, 539 20 123
Rosenthal, 80

Totals: 4,729 4,191 1,731 4,603

TOTAL PACKER PURCHASES

Week end. Prev. Same
Oct. 22 week week
Cattle 186,861 199,181 177,005
Hogs 357,606 316,324 248,455
Sheep 85,873 75,526 81,722

CORN BELT DIRECT TRADING

Des Moines, Oct. 26 - Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were quoted by the USDA as follows:

Hogs, U.S. 1-3:
120-180 lbs. \$ 9.25@11.50
180-240 lbs. 11.25@12.75
240-300 lbs. 10.50@12.60
300-400 lbs. 10.45@12.00

Sows:
70-360 lbs. \$11.10@12.75
400-550 lbs. 9.00@11.10

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This week	Last week	Last year
Oct. 20	77,000	70,000	68,500
Oct. 21	75,500	70,500	41,500
Oct. 22	49,000	54,000	43,500
Oct. 24	98,000	95,000	64,000
Oct. 25	70,000	72,000	94,000
Oct. 26	80,000	79,000	56,000

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Oct. 26 were as follows:

Steers, gd. & ch. \$19.50@21.00
Heifers, gd. & ch. None qtd.
Heifers, com'l & gd. 17.00@19.00
Cows, util. & com'l. 11.50@13.00
Cows, can. & cut. 9.00@11.00
Bulls, util. & com'l. 13.50@15.00
Bulls, cutter 11.50 only

VEALERS:
Choice & prime \$28.00@30.00
Good & choice 23.00@27.00
Com'l & good 16.00@23.00

HOGS:
U.S. 1-3, 180/180 \$14.25@15.00
U.S. 1-3, 180/230 14.75@15.25
U.S. 1-3, 230/270 14.25@14.75
Sows, 400/down 13.25@13.50

LAMBS:
Good & choice None qtd.

WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ended October 22, 1955, was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, N.Y. City Area ¹	13,564	14,878	58,072	52,608
Baltimore, Philadelphia	9,190	1,339	31,052	1,949
Cincinnati, Cleveland, Detroit, Indianapolis	19,186	7,745	103,276	13,963
Chicago Area	25,252	8,034	56,366	5,814
St. Paul-Wis. Area ²	33,738	36,156	157,932	12,291
St. Louis Area ³	15,996	7,150	106,203	10,339
Sioux City	11,493	38	28,448	2,453
Omaha Area	35,707	1,038	101,821	15,294
Kansas City	17,028	3,592	48,595	8,705
Iowa-So. Minnesota ⁴	30,805	16,256	370,678	37,905
Louisville, Evansville, Nashville, Memphis	13,905	12,480	44,604	Available
Georgia-Alabama Areas ⁵	8,504	5,575	29,010	.....
St. Joseph, Wichita, Oklahoma City	20,507	6,368	68,970	11,843
Ft. Worth, Dallas, San Antonio	17,753	9,401	22,683	10,731
Denver, Ogden, Salt Lake City	16,853	1,114	14,905	31,749
San Francisco Area ⁶	29,783	3,477	35,728	31,205
Portland, Seattle, Spokane	7,766	1,061	17,516	6,785
GRAND TOTALS	327,030	135,711	1,295,959	253,600
Totals previous week	318,690	126,675	1,223,208	251,350
Totals same week 1954	319,247	140,748	1,049,744	261,650

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, St. Louis, Ill., and St. Louis, Mo. ⁴Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁵Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁶Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

*Dominion Government premiums not included.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Oct. 15, compared with the same time 1954, was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lbs.	1054	Good and Choice	1954	Grade B ¹ Dressed	1954	Handweight	Good 1954
Toronto	\$19.93	\$21.00	\$23.07	\$23.00	\$23.00	\$23.50	\$18.00	\$19.50
Montreal	.....	.....	21.00	22.00	23.00	23.75	16.00	18.25
Winnipeg	18.50	17.99	22.00	19.49	20.50	20.50	16.16	17.59
Calgary	18.42	19.10	16.80	14.80	19.63	21.06	15.97	17.78
Edmonton	17.75	18.50	18.50	16.25	20.25	21.25	15.50	16.50
Lethbridge	.....	19.40	18.00	16.70	19.00	19.50	14.00	17.00
Tr. Albert	17.25	18.25	16.00	15.50	19.00	19.50	14.50	16.50
Moose Jaw	17.25	17.25	19.25	19.00	19.00	19.50	15.50	16.75
Saskatoon	18.00	17.75	17.75	16.80	19.00	19.50	14.85	.....
Regina	17.85	19.00	16.55	.....	.....	.....	19.85	.....
Vancouver	.....	.....	.....	.....	.....	.....	.....	.....

*Dominion Government premiums not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida during the week ended Oct. 21:

	Cattle	Calves	Hogs
Week ended Oct. 21	4,220	1,574	16,923
Week previous (five days)	3,577	1,612	12,941
Corresponding week last year	4,118	2,561	19,932

LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Oct. 26 were reported as follows:

CATTLE:
Steers, prime \$19.75@23.50
Steers, choice 20.00@22.50
Steers, good 18.50@20.50
Steers, com'l 13.00@18.50
Heifers, prime 20.75@22.00
Heifers, good & ch. 17.00@21.00
Cows, util. & com'l. 9.00@12.00
Cows, can. & cut. 7.50@ 9.00
Bulls, com'l & gd. 10.50@12.50
Bulls, cut. & util. 12.00@14.00

HOGS:
U.S. 1-3, 180/200 \$12.00@12.50
U.S. 1-3, 200/210 12.50@13.00
U.S. 1-3, 210/220 12.50@13.00
U.S. 1-3, 220/240 12.50@13.00
Sows, 270/360 lbs. 12.25@12.50

LAMBS:
Good & choice \$18.00@19.00

STOCKER — FEEDER SHIPMENTS

Stocker and feeder livestock received in eight Corn-Belt states compared:

	1955	1954
Public stockyards	164,935	188,060
Direct	91,668	118,948
Totals	256,603	307,008
July-Aug.	422,284	471,733

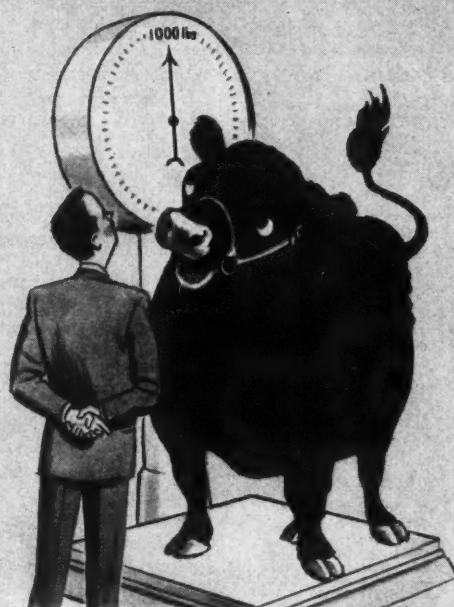
SHEEP AND LAMBS
Public stockyards 111,598 127,096
Direct 147,013 104,021
Totals 258,611 231,117
July-Aug. 386,956 324,732

Data in this report were obtained from state veterinarians. Under "Public stockyards" are included stockers and feeders bought at stockyard markets. Under "Direct" are included stock coming from points other than public stockyards, some of which are inspected and fed at public stockyards en route.

How many pounds are sirloin steak?

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The American Meat Institute tells meat packers and housewives how much "eatin' meat" there is in a 1000 pound steer—40 different cuts from a side of beef—how many pounds of hides, hoofs and fats.

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THE NATIONAL PROVISIONER

A.B.C. REPORTS—FACTS AS A BASIC MEASURE OF ADVERTISING VALUE

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended Oct. 22, 1955 compared:

	CATTLE		Cor.
	Week Ended	Prev. Week	
Chicago†	25,585	25,013	27,039
Kan. City†	18,967	19,134	18,820
Omaha†	31,714	31,189	28,930
E. St. Louis†	10,965	11,632	18,097
St. Joseph†	12,582	12,183	11,437
Sioux City†	12,421	10,313	8,701
Wichita†	5,568	4,848	3,150
New York & Jer. City†	13,564	12,558	12,479
Okla. City†	12,584	12,975	15,033
Cincinnati†	5,528	5,571	5,676
Denver†	13,832	14,802	11,882
St. Paul†	18,132	16,742	16,567
Milwaukee†	4,958	4,684	5,047
Totals	186,430	181,684	183,858

HOGS			
Chicago†	39,571	33,782	31,561
Kan. City†	10,959	13,414	9,552
Omaha†	75,358	70,713	36,067
E. St. Louis†	28,400	27,354	30,491
St. Joseph†	42,985	39,440	23,825
Sioux City†	30,047	26,617	20,666
Wichita†	14,258	11,070	11,040
New York & Jer. City†	58,072	53,069	51,717
Okla. City†	16,981	16,484	14,884
Cincinnati†	18,538	15,287	15,491
Denver†	10,722	10,755	9,834
St. Paul†	72,923	59,646	46,502
Milwaukee†	8,521	7,714	4,406
Totals	426,956	383,322	297,036

SHEEP			
Chicago†	4,898	4,903	6,947
Kan. City†	6,841	7,806	8,819
Omaha†	12,256	17,869	18,574
E. St. Louis†	6,266	5,242	6,549
St. Joseph†	6,649	8,450	9,078
Sioux City†	2,891	2,268	7,673
Wichita†	...	778	...
New York & Jer. City†	52,608	46,589	45,713
Okla. City†	4,425	1,732	2,546
Cincinnati†	1,244	997	1,043
Denver†	20,739	22,618	14,883
St. Paul†	8,455	6,584	10,195
Milwaukee†	1,700	1,422	1,861
Totals	130,472	127,258	131,881

*Cattle and calves.
†Federally inspected slaughter, including directs.
‡Stockyards sales for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter in Canada for week ended October 15:

	CATTLE		Same week 1954
	Week Ended	Oct. 15	
Western Canada...	13,648	14,120	
Eastern Canada...	15,432	14,783	
Totals	29,080	28,903	
	HOGS		Same week 1954
	Week Ended	Oct. 15	
Western Canada...	35,032	33,846	
Eastern Canada...	59,629	54,119	
Totals	94,661	87,965	
All-hog carcasses graded	102,144	94,725	
	SHEEP		Same week 1954
	Week Ended	Oct. 15	
Western Canada...	5,216	4,781	
Eastern Canada...	11,438	14,198	
Totals	16,654	18,980	

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Oct. 22:

Cattle Calves Hogs* Sheep			
Salable	145	162	...
Total (inc. directs)	5,841	3,904	27,366
Prev. week:			
Salable	136	42	...
Total (inc. directs)	4,531	3,885	20,397

*Including hogs at 31st St.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS				
	Cattle	Calves	Hogs	Sheep
Oct. 20...	1,455	612	13,880	1,235
Oct. 21...	775	310	10,753	1,632
Oct. 22...	73	926	4,300	1,064
Oct. 24...	27,020	3,812	16,423	4,952
Oct. 25...	7,900	800	22,000	2,000
Oct. 26...	18,000	300	14,000	1,100
*Week so far				
Wk. ago...	52,020	5,012	55,423	8,052
Yr. ago...	43,872	1,677	46,945	5,649
2 years ago...	43,832	6,923	50,432	5,830
*Including 273 cattle and 4,637 hogs direct to packers.				

SHIPMENTS				
	Cattle	Calves	Hogs	Sheep
Oct. 20...	2,558	25	6,190	552
Oct. 21...	2,111	...	3,965	90
Oct. 22...	44	1	4,128	171
Oct. 24...	7,163	1	6,040	204
Oct. 25...	5,000	...	4,000	...
Oct. 26...	9,000	...	2,000	200
*Week so far				
Wk. ago...	21,161	1	12,040	908
Yr. ago...	20,089	138	10,294	496
2 years ago...	16,725	196	6,492	200
ago...	15,059	538	5,130	2,828

OCTOBER RECEIPTS			
	1955	1954	
Cattle	194,538	171,843	
Calves	12,211	14,455	
Hogs	269,339	242,989	
Sheep	37,659	30,950	

OCTOBER SHIPMENTS			
	1955	1954	
Cattle	95,915	70,814	
Hogs	68,760	30,665	
Sheep	6,471	5,217	

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Oct. 26:

	Week ended Oct. 26	Week ended Oct. 19
Packers' purch...	39,355	41,556
Shippers' purch...	29,013	18,861
Totals	68,368	60,417

LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, Oct. 26 were reported as shown in the table below:

CATTLE:	
Steers, choice	\$20.00@21.75
Steers, gd. & ch.	19.00@20.50
Steers, com'l & gd.	16.50@18.50
Heifers, gd. & ch.	None qtd.
Cows, util. & com'l.	10.50@13.50
Cows, can. & cut.	8.00@10.00
Bulls, cut. & util.	13.00@17.25
CALVES:	
Good & choice	\$18.00@20.00
Com'l & good	16.50@18.00
Cull & util.	None qtd.
HOGS:	
U.S. 1-3, 190/220	\$15.50@16.25
U.S. 3, 220/245	14.50@15.00
U.S. 1-3, 250 lbs.	14.25 only
Now, 270/440	12.00@14.00

LIVESTOCK RECEIPTS			
Receipts at 20 markets for the week ended Friday, Oct. 21, with comparisons:			
	Cattle	Hogs	Sheep
Week to date	371,000	552,000	202,000
Previous week	369,000	527,000	447,000
Same wk. 1954	386,000	423,000	236,000
1955 to date	12,204,000	17,497,000	7,353,000
1954 to date	12,691,000	15,839,000	7,071,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Oct. 20:

Cattle Calves Hogs Sheep			
Los Ang.	10,100	675	1,100
S. P. Land.	3,450	485	2,515
S. P. Land.	1,660	375	925

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Oct. 25, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul

HOGS (Including Bulk of Sales):

BARROWS & GILTS:

U.S. No. 1-3:

120-140 lbs.	\$11.50-12.75	None qtd.	None qtd.	None qtd.	None qtd.
140-160 lbs.	12.50-13.50	None qtd.	None qtd.	None qtd.	None qtd.
160-180 lbs.	13.50-14.00	\$12.00-13.25	\$12.75-13.00	\$12.00-12.75	\$12.25-13.25
180-200 lbs.	13.00-14.00	13.00-13.50	13.00-13.25	12.50-13.00	12.50-13.50
200-220 lbs.	13.00-14.00	13.00-13.50	13.00-13.25	12.50-13.00	12.50-13.50
220-240 lbs.	13.00-14.00	13.00-13.50	13.00-13.25	12.50-13.00	12.50-13.50
240-270 lbs.	13.35-13.80	13.00-13.25	13.00-13.25	12.25-12.75	12.25-13.50
270-300 lbs.	None qtd.	12.75-13.00	None qtd.	None qtd.	None qtd.
300-330 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
330-360 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.

Medium:					
160-220 lbs.	None qtd.	None qtd.	None qtd.	10.25-12.50	11.75-12.25

SOWS:

Choice:					
270-300 lbs.	13.00 only	13.00 only	12.50-12.75	12.00-12.50	11.50-12.00
300-330 lbs.	13.00 only	13.00 only	12.50-12.75	12.00-12.50	11.50-12.00
330-360 lbs.	13.00 only	13.00 only	12.50-12.75	12.00-12.50	11.50-12.00
360-400 lbs.	13.00 only	12.75-13.00	12.50 only	12.00-12.50	11.25-11.50
400-450 lbs.	12.75-13.00	12.75-13.00	12.25-12.50	11.50-12.00	11.00-11.50
450-550 lbs.	12.25-12.75	12.25-12.75	12.25-12.50	11.50-12.00	11.00-11.50

Medium:					
250-500 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.

SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:

700-900 lbs.	23.00-24.25	None qtd.	None qtd.	None qtd.	None qtd.
900-1100 lbs.	23.00-24.25	23.00-24.50	22.75-23.75	22.00-23.25	None qtd.
1100-1300 lbs.	22.00-24.00	21.50-24.75	21.75-23.50	21.00-23.00	None qtd.
1300-1500 lbs.	21.00-23.25	20.00-23.25	20.50-22.50	19.75-22.00	None qtd.

Choice:

700-900 lbs.	20.00-23.00	21.75-23.00	20.00-22.75	20.00-22.00	21.00-22.50
900-1100 lbs.	20.00-23.00	21.25-23.00	20.00-22.75	20.00-22.00	21.00-22.50
1100-1300 lbs.	19.50-22.50	20.00-23.00	19.25-22.50	19.25-22.00	20.50-22.00
1300-1500 lbs.	19.00-20.75	19.50-21.50	18.75-21.00	19.00-21.00	20.00-21.00

Good:

700-900 lbs.	17.50-20.00	19.25-21.75	17.00-20.00	18.00-20.00	19.00-21.50
900-1100 lbs.	17.50-20.00	18.50-21.75	17.00-20.00	18.00-20.00	19.00-21.50
1100-1300 lbs.	17.00-20.00	18.00-21.25	17.00-19.50	18.00-20.00	19.00-21.50

Commercial:

all wts.	15.00-17.50	15.00-19.25	13.00-17.00	15.50-18.00	14.00-18.00
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Utility:

all wts.	12.00-15.00	13.00-15.00	11.50-13.00	12.00-15.50	12.00-13.50
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HEIFERS:

Prime:

600-800 lbs.	22.00-23.00	21.75-23.00	None qtd.	None qtd.	None qtd.
800-1000 lbs.	22.00-23.00	21.75-23.00	22.00-23.00	21.25-22.25	None qtd.

Choice:

600-800 lbs.	20.00-22.00	20.50-22.00	18.50-22.00	19.25-21.50	19.00-21.50
800-1000 lbs.	20.00-22.00	20.25-22.00	19.00-22.00	19.25-21.50	19.00-21.50

Good:

500-700 lbs.	17.00-20.00	18.00-20.50	16.00-19.00	17.00-19.25	18.00-19.00
700-900 lbs.	17.00-20.00	18.00-20.50	16.50-19.00	17.00-19.25	18.00-19.00

Commercial:

all wts.	13.50-17.00	14.00-18.00	12.50-16.50	13.50-17.00	14.00-17.00
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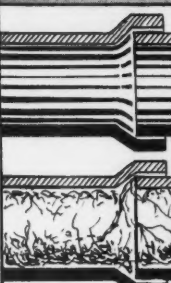
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POSITION WANTED

MANAGER-SALESMANAGER or assistant. College graduate, age 33, 8 years' experience. Desire position with progressive independent firm. Managed smoked meat and manufacturing plant for major packer in metropolitan market. Knowledge of yields and costs. Prefer northeast area. W-412, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

TOP NOTCH: Sausage maker foreman or superintendent who knows all the tricks in this business, desires change. Graduated from German sausage maker school. Age 38. Control quality, cost and yields. Will be available for interview at convention. W-411, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CURING: Man experienced in beef and pork curing desires position. Can organize and teach inexperienced help. W-414, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERVISOR: Hog kill, cut, beef sheep and calf kill. Hog casings, rendering. W-413, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Extensive experience. Institutional and wholesale sales. Excellent background. Young, will travel. W-415, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: Experienced, all classes packer-cattle. Superior record. Resumé upon request. W-416, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ALL AROUND MAN: Manufacturing provisions, experienced receiving, shipping, vacuum packing, sales, purchasing. W-400, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT ENGINEER-MASTER MECHANIC: Technical education. Several years' heavy practical experience. W-388, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

MEAT PACKING EXECUTIVE

To direct sales, advertising and sales promotion. Fully experienced with sausage, fresh and smoked meats. Familiar with costs, manufacturing and labor relations. W-403, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CANNED MEAT SALES EXECUTIVE

Seeks connection with packer. Formost sales specialist, co-ordinator and "result getter" in the industry. Young, outstanding personality. W-404, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER: Man with 25 years' experience in sales management and sales promotion is seeking new connection. Willing to relocate. Will arrange for interview. Middle west clientele. W-402, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXECUTIVE: Versatile meat packing executive. Experienced young sales manager with knowledge of full line packing plant. Will only consider well established packer with interest in building for future. Best of reference. W-401, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALES REPRESENTATIVES WANTED

Well-established Mid-West packinghouse equipment and supply house (not a Chicago concern), desirous of obtaining two high-caliber sales representatives in good, established territories. Must be well-versed in selling and have knowledge of packing-house and sausage manufacturing equipment. State experience in detail, age, and enclose recent photograph. Interviews can be arranged at the coming A.M.I. convention in Chicago, if desired. All replies will be kept strictly confidential. Our employees know of this ad.

W-418, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

ASSISTANT SALES TRAINING DIRECTOR

For large, nationally known food processing organization with headquarters in medium sized midwest university city. Will have immediate responsibility for training activities at the sales management level. To a qualified man this position can lead to increased status and responsibility. Must have college degree and at least two years experience in the training field. Should be able to provide training in Human Relations, Conference Leadership, Supervision, and Selection of personnel. Submit complete details including salary requirements.

W-417, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

THREE SALESMEN: Experienced in selling packers. One man for west coast, one for midwest and one for southeast. To sell packing materials and machines for well known manufacturer now selling to the industry. Must be capable of handling established exclusive territory. Send complete resume, including present and desired salary, travel compensation and territory. Applications will be held in strict confidence. W-405, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHIEF ENGINEER: For packing house in the east. Qualified man will be given full authority to do right job. Excellent salary. Will be directly responsible to top management only. Exceptional opportunity for the right man. W-406, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Experienced working foreman for beef and pork kill. Also pork cut. North Carolina. W-407, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

MANAGER: For California killing and processing plant employing 30 people. Need well rounded experience in killing floor, sausage kitchen, boning and plant maintenance. No selling. Age 35 to 40. Salary plus other substantial inducements at end of first year. Write Box W-420, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill., or contact Mr. E. W. Stephens at the Palmer House, Chicago, during the American Meat Packers Convention in Chicago Nov. 10th to Nov. 15th.

CHICAGO

Right man, experienced in selling quality canned meats and frozen specialties to chains, supers, provision and wholesale houses, has fine opportunity covering Illinois and neighboring states. Good earnings, expenses paid. Confidential. W-419, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMAN: Established midwestern manufacturer of high quality sausage and all meat products, wants man capable of taking charge of sausage sales routes. Also capable of selling chains and super markets. Good opportunity for right man. In answering, give complete details of previous experience, age, family status, etc. All answers confidential. Reply to Box W-421, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHEMIST: An additional chemist wanted to join our technical staff. High class person who has had experience working with seasonings, spices, oleoresins and spice oils. Salary open. Kadison-Schoemaker Laboratories, 703 W. Root St., Chicago 9, Ill.

MISCELLANEOUS

LOUISVILLE, KENTUCKY

Manufacturing plant of the Morton Packing Co., manufacturers of frozen food products. Morton operated this plant until recently when they moved their operation to Iowa and Virginia and, except for a few pieces of specialized equipment, this plant is intact. There are thirty thousand square feet of manufacturing area on the first floor with four thousand square feet of office space on the second. Centrally located in Louisville for rapid trucking service, this plant is also served by the Louisville and Nashville Railroad. A complete descriptive brochure will be furnished upon request. Harry K. Moore Co., Starks Bldg., Louisville, Ky.

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BRONX, N. Y.

B. J. Axelrod-201 E. 57th St., N. Y. C. - PL. 9-1450

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PACKING HOUSE
also
LARGE LOCKER PLANT
also
COLD STORAGE PLANT**
Answers strictly confidential
Mr. Burton Hill

Box 148 Topeka, Kansas

PLANT FOR SALE: Modern well equipped processing plant located in North Central Ohio. Prosperous community. Established in 1943. Local market for entire output. Owner wishes to retire and will sell on favorable terms. Living quarters and acreage available. Excellent opportunity. FS-410, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Jobbers price list on all types of sausage manufacturing items. Have good following in 8 southern states. Binders, aprons, knives, supplies. W-398, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR RENT: Wholesale butter, egg and poultry business location available in Yonkers, New York. Reasonable rent. Call SPRING 7-1700 or write MYRON BUCHSBAUM, 89 Woodworth Avenue, Yonkers, N. Y.

WANTED: Complete line of quality smoked meats and canned products for distribution in the Rochester, New York Area. W-427, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

EQUIPMENT WANTED

TRACTOR and RAIL TRAILER, late model. Also Thermo King with trailer. SAITA BROS., 120 Linden Street, Scranton, Pennsylvania.

WANTED: Small rolling table with roller and shoulder knife, Townsend skinning machine, storage racks, smokehouse trays, sausage trucks. WRITE: P. O. Box 28, Marion, Ill.

PLANT FOR SALE

PLANT FOR SALE OR LEASE

Meat Packing Plant located in Southeast capacity 600 hogs and 100 cattle a week. Located in excellent livestock area, close to good markets. Adequate refrigeration and freezer, sausage kitchen, smokehouses, cookers. This plant can be leased by right party or parties with purchase of machinery and rolling stock all in excellent condition. Owner wishes to retire. FS-394, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE OR LEASE: Restaurant supply house and retail meat plant. Ideal for portion control foods. Cooler 30' x 50'. Freezer room 30,000 lb capacity. Track rails. Fully equipped. GIANT MEAT MARKET, 12825 W. Dixie Hwy. North Miami, Fla.

MEAT PACKING PLANT: Located in the southeastern part of Washington. Federal inspection. Capacity 900 hogs, 400 cattle a week. Located in good livestock area and good marketing facilities. There is adequate freezer, refrigeration, sausage kitchen, smoke houses, and coolers. Also has an ice plant with storage houses. FS-423, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT FOR SALE: Large packing house and meat processing plant complete in every detail. Exceptionally well equipped, doing large volume business in southern California. Well established and well managed. This is excellent volume operation. Located in beautiful Ventura County. Exclusive agents.

VALE REALTY CO.

1045 North Palm Anaheim, California

Meat Packing and Processing Plant for Sale or Lease with option to buy later, or a working partner. All electric, natural gas, city water. Railroad siding 1/4 mile from city limits. Abundance of livestock, 400 mile main line territory, business is good, 5 to 15 man operation, dealer and complete kitchen. Don't wait on this one, write me direct. Silver State Meat Co., Inc. Att. Mr. Sid Dallum, Box 227, Chinook, Mont.

EQUIPMENT FOR SALE

1-54B Buffalo Silent Cutter 40 HP Motor-Self Unloader-1947

1-23 Buffalo Stuffer-1942

1-7E Kleen Kut Grinder-15 HP Motor with Boss Head, comparable to 66B Buffalo

1-Automatic Ty-Sausage Linker 1941, Rebuilt in factory 1947

1-Sheet Metal Engineering Ople Pneumatic Ham Press-1947

534-Assorted Sizes Hoy Stainless Steel Ham Molds

HOY FOOD PRODUCTS CO.

2370 N. 31st St., Milwaukee 10, Wis.

FOR SALE: Bone Crushers, Cookers, Hammer-mills and Cracking Cake Breakers. Ottinger Machine Co., Chocoma, Pa.

2002 Box stuffer, \$60.00; #56 Grinder, \$460.00; #602 Mixer, \$425.00. Good condition. FS-424, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ANCO TRIPE WASHER, \$590.00; Beef casing opener, \$980.00; Bone saw, \$295.00. FS-425, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

1953 Stuffer, 400#, \$950.00; perfect 700# Mixer, \$885.00; "Boss" Super grinder, \$950.00. FS-426, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 1950 two ton Chevrolet truck. New motor, 8.25 tires, 12 foot body, Kold-Hold plates, 2 H.P. Copeland Compressor on truck. Rear walk-in compartments above freezing. Curb reach-in freezer compartment. PETERS PACKING CO., 3109 Auburn St., Rockford, Ill. Phone Rockford 5-0501.



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Sausage & Bacon

- 8510-Complete Sausage Kitchen consisting of the following equipment, most in like new condition, used less than three months: Enterprise #56 Grinder; Randall #30 hand Stuffer; Buffalo #27 Silent Cutter; Wells Quikcut Band Saw with stainless movable top; gas fired jacketed Kettles; Butcher Boy Cooler Lorry; Smokehouse Doors and frames; plus misc. other items. May be purchased as a group or individually. Contact us for particulars and prices.
- 8417-FROZEN MEAT SLICER: General #16-24, ser. #1-68, almost new, perfect cond., \$1650.00
- 8430-FROZEN MEAT SLICER: Keebler #396A, 25 HP, with 1 ton Whiting Hoist, 785.00
- 8-70-FAMCO LI-KERS: (2) 72" x 5" links, neoprene belt, excel. condition, 1050.00
- 8193-STUFFER: Randall 400# cap. with valves 825.00
- 8333-STUFFER: Buffalo 300# 825.00
- 8407-STUFFER: Randall 100# cap., w/ valves & air piping, like new 475.00
- 8441-GRINDER: Buffalo #66-B, 15 HP, 675.00
- 8408-MIXER: Randall 150# cap., with 1/4 HP motor, like new 525.00
- 8475-oven: Advance, gas fired, 8" shell, porcelain dips, 8' x 7 1/2' x 8' high 650.00
- 8172-DIP TANKS: (2) Advance, gas fired 23 1/2' x 45" x 62" high, standard model, stainless steel 325.00
- 8434-STICK WASHER: Boss #94, roller chain drive, 1 HP. 375.00
- 7873-PERCENTAGE PUMPING SCALES: (3) Griffith, late style, stainless steel, factory record, like new 315.00
- 7872-PICKLE PUMPS: (2) Griffith Big Boy #4, 1 HP mtr., factory reconditioned 250.00
- 8432-HAM MOLD PRESS: Globe Hoy, model AP, air operated, hydraulic, ser. #133, 575.00
- 8469-HAM MOLD PRESS: Globe Hoy, hand operated 115.00
- 8412-HEAD CHEESE CUTTER: Globe Hoy, model HP. 115.00
- 8491-HAM & BACON TRUCKS: (75) box type hard maple body, mostly RF wheels, similar to Globe #7301, rubber tire wheels 17.50
- 8436-SAUSAGE CAGES: (50) for 40" sticks, 4 stations, double trolleys 17.50
- 8439-HAM MOLDS: Globe Hoy, stainless steel, complete with springs & covers, like new, little used:
 - 105-#108, 11" x 5 1/2" x 5 1/2" deep, ea. 11.50
 - 195-#112, 11" x 6" x 5 1/2" deep, ea. 11.50
 - 30-#113, 12" x 5 1/2" x 5 1/2" deep, ea. 11.50
 - 176-#114, 12" x 6 1/2" x 5 1/2" deep, ea. 11.50
 - 48-#116, 12" x 6 1/2" x 5 1/2" deep, ea. 11.50

Rendering & Lard

- 8216-HYDRAULIC PRESS: Anco 600 ton, latest style, New, never-used 6950.00
- 8379-HYDRAULIC PRESS: Dupps 300 ton, 8 x 1 x 12 Pump, 55 gal. oil reservoir 1450.00
- 8486-COOKERS: (2) Dupps 5 x 12, jacketed head, late style, 30 HP, on found 3000.00
- 8445-HOG: Diamond #45 1650.00
- 7360-HASHER-WASHER: Jeffery (similar to Boss #792), 30" x 10' cyl. 7 1/2 HP, mtr., with separate motor on washer 850.00
- 8120-FILTER PRESS: Shriver, 36-24" alum. plates, bottom corner feed, top open delivery, 160# pressure 900.00
- 8446-BONE CRUSHER: Mechanical, 25 HP. 750.00
- 8493-KETTLES: Green, large quantity, New, never-used, in original crates, steam jacketed stainless clad with covers & valves; 80 gal. cap. 275.00
- 40 gal. cap. 175.00

Discounts for quantity purchases.

Miscellaneous

- 8204-FLAKE-ICKERS: (2) York Freon self contained, 1 ton cap., 220 volt 500.00
- 8412-BOILER: Clayton, 50 HP, gas fired, generator type unit, 100# pressure, used only 16 months 2250.00
- 7063-DEHAIRER: Baby Boss #35A, 7 1/2 HP, mtr., style #970-hand operated throw-in & out 650.00
- 8410-BAND SAW: Jim Lughan, 13" dia. wheel, 1 1/4 HP, motor 295.00
- 7853-BEEF TROLLEYS: (75) long hook, ea. .75
- 7852-BEEF TROLLEYS: (200) short hook, ea. .60

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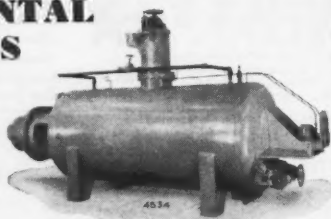
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The firms listed here are in partnership with you. The products and equipment they manufacture and the service they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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